

The American Perfumer

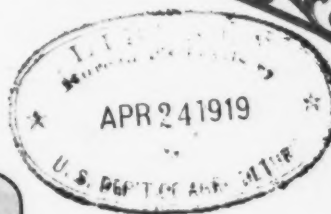
and Essential Oil Review

PERFUMER PUBLISHING CO.

APRIL 1919

80 MAIDEN LANE, NEW YORK

VOL. XIV
NO. 2



USED BY THE LARGEST CONSUMER
MUST BE A REASON FOR IT

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PURITAN BRAND SYNTHETICS
EMERY CANDLE CO'S STEARIC ACID

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(SEE PAGE 9)

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The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

TWO DOLLARS A YEAR.
TWENTY CENTS A COPY.

NEW YORK, APRIL, 1919

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THE VICTORY LOAN NOTE ISSUE.

The announcement by Secretary of the Treasury Glass of the terms of the final Liberty Loan, to be known as the Fifth Victory Liberty Loan, has met with general favor. With the war ended and demobilization going on, Mr. Glass faced a problem in planning to float this issue, especially as the previous issues are selling under par, although there is no better fundamental investment to be had anywhere in the world. The amount, \$4,500,000,000, is less than was expected and the interest rates are attractive, being $3\frac{3}{4}$ and $4\frac{3}{4}$ per cent for each of two issues of notes redeemable on a three-four year basis. The two classes will appeal to both the rich and the poor, the former benefiting by the tax exemptions in lieu of the lower rate of the class they would prefer, while citizens not caring for exemption privileges would gain by the higher rate. The short term redemption condition also is an attractive feature.

The Victory Loan Notes are being offered for popular subscription as this issue reaches our readers, and we urge all to subscribe liberally. On advertising page 49 will be found an interesting announcement in connection with the loan, which is well worth perusing. Read it and then subscribe!

PROHIBITIONISM RUNNING RIOT.

The Federal Prohibition legislation seems to have started all of the cranks in the country in a race to outdo one another. Tobacco, of course, is next on the list and almost everything else which some persons do not like is the subject of incipient and mentally unbalanced crusaders. Perfumery, toilet articles and flavoring extracts are among the so-called "luxuries" which some of these fanatics would put on the black list. Recently we have seen letters in the papers, inveighing against soap. "No need of it," says one lunatic, "for did not the American Indians get along very well without soap?" And also Adam and Eve. Perhaps this anti-soap maniac would next start a league to abolish the wearing of clothing. Nothing that some folk may dislike seems to be exempt in this wave of prohibitions.

It is a hopeful sign, that of a return to sanity, that

prominent lawyers, merchants and bankers in New York have formed a League Against Prohibitions, covering everything that is likely to be attacked by the cranks. The league includes many temperance advocates, and an effort will be made, it is understood, to change the prohibition amendment to exempt light wines and beers from its application. The reaction, however, may go further, for the way in which the war prohibition measure was sneaked through Congress has aroused resentment even among friends of prohibition.

FINANCING AMERICAN EXPORTERS.

American exporters desiring to deal with European or other importers, who at present are unable to pay ready cash for their commodities, will be greatly benefited by the plan of the War Finance Corporation to extend foreign trade credit. Sums up to \$50,000,000 will be lent to responsible firms, corporations or individuals by the War Finance Corporation to enable them to extend the foreign commerce of the United States. The corporation has begun to formulate rules and regulations under which this program can be carried out.

Money will be lent on sufficient security at $5\frac{3}{4}$ per cent. interest. The kind of security which the War Finance Corporation will deem adequate has not been determined. The exporters will operate under the Webb-Pomerene act, which permits combinations in selling agencies for the foreign market and enables exporters to pool their resources, pro rate their expenses and divide their profits.

The main object of the War Finance Corporation in its dealings with exporters is to enable American commerce to extend long-time credits to European customers. It is recognized that Europe is in no position to pay cash for her present needs and will not be so situated for several years. Eighty export group corporations have notified the Federal Trade Commission to operate under the Webb-Pomerene act.

MAILING TRADE LITERATURE

The attention of American manufacturers is directed by Consul Felix S. S. Johnson, Kingston, Ont., to the frequent omission on their part of the prepayment of import duties on catalogues mailed to other countries. They should first ascertain the customs regulations of the country to which the trade literature is addressed. By ignoring these regulations many costly catalogues are either destroyed or returned to the senders.

American firms contemplating sending trade magazines to Canada should comply with the strictly enforced regulations governing the delivery, within the Dominion, of trade literature through the mails in bulk. Bona fide trade catalogues and price lists not designed to advertise the sale of goods by any one person in Canada may be imported duty free in single copies addressed to merchants in Canada and not exceeding one copy to any one merchant for his own use and not for distribution.

RETURN TO OLD POSTAL RATES.

Announcement is made by the post office authorities that beginning July 1 the 3-cent rate for letters and the 2-cent rate for postal cards fixed last year as a war measure will be eliminated and the first-class rate will return to the old rate of 2 cents an ounce for letters and 1 cent an ounce for postals.

BEING ON THE JOB MENTALLY

Arthur Brisbane once said that a man's mind ceases to grow the moment it becomes incapable of digesting information, just as his body loses its vitality when it can no longer assimilate food. The comparison, says J. Ogden Armour, is a good one to contemplate, for *no greater misfortune can befall a man in the world of active affairs, be he twenty-five, fifty or a hundred, than to lose his powers of mental digestion.*

We stand at the portals of a new era. The diplomats of the nations are handling matters without precedent. They cannot follow beaten paths, but must blaze new trails.

Business must do the same. Has Armour been reconstructed? If he believes what he says is it reasonable to expect a continuance of a colossal business on a margin of less than 2 per cent?

He says:—"Business as well as statesmanship will have to give an account of its stewardship. It must be efficient; it must be up-to-date; it must be wide awake. *There will be no room for the mossback, the standpatter, the rock-ribbed conservative, the impediment of progress.* We must keep our fingers on the pulse of the times, and meet our obligations and opportunities by methods atune with the moment."

—*American Grocer.*

DRUG MANUFACTURERS MEET

The eighth annual session of the American Drug Manufacturers' Association was held at the Waldorf Astoria in New York in the last week of March. The retiring president, Charles J. Lynn, delivered an instructive address on the problems which confront the trade. Interesting discussions were held and the meeting was very successful.

The following officers were elected for the ensuing term: President, R. C. Stofer, Norwich Pharmacal Co., Norwich, N. Y.; vice-presidents, Dr. Fred B. Kilmer, Johnson & Johnson, New Brunswick, N. J.; Willard Ohliger, Frederick Stearns & Co., Detroit; Burton T. Bush, Antoine Chiris Co., New York; treasurer, Franklin Black, Chas. Pfizer & Co., New York; secretary, W. J. Woodruff, Detroit. Elective members of Executive Committee: J. E. Bartlett, Parke, Davis & Co., Detroit; W. A. Sailer, Sharpe & Dohme, Baltimore.

TAKE THE ELEVATOR!

If you men as individuals have not a small degree of success in you without advertising you will not be howling success with it. Advertising is simply an adjunct to any properly managed business. I would not be so foolish as to declare that a man cannot be successful, to a certain point, without advertising. He may walk to the top of a twenty-story building by taking the stairs, but the modern business man, the big successful one of today, is the man who takes the elevator—advertising—*American Druggist.*

DO YOUR BIT FOR THE MAN WHO DID HIS
BIT FOR YOU

(Written exclusively for THE AMERICAN PERFUMER by
John Price Jones.)

Perfumers are connoisseurs of luxury. And the greatest luxury in the world is health.

Thousands of brave American youths have returned from the battlefields of France maimed in body or shaken in strength. For them life will be a constant struggle to obtain something of the luxury of health.

If the men of the luxury industry could manufacture an elixir of life for these fellows who saved America and the world, they would hold it a privilege to give it to them, without money and without price. They would turn their factories over to the distillation of that elixir; they would take their salesmen from their territory and turn them into free dispensers. But all this is an idle dream.

Health for these disabled men—in complete measure for some, in part measure, unfortunately, for others—is obtainable, however. And the United States Government intends to see that it is obtained. The Government plans open air sanitariums for the gassed and shell-shocked men. It plans rehabilitation and re-education for the partly disabled. It plans care and support for the incapacitated. But it must fail in all of these endeavors unless the American people assent.

But what American will not assent? Every man who refuses to subscribe to the Victory Liberty Loan this spring will dissent. *Every man who does subscribe to the Victory Liberty Loan can be sure he has done his bit for the men who did a bit for him!*

I take it that the men of the perfumery, essential oil, soap, flavoring extract and other allied trades will want to get behind the Loan which will give our wounded some measure of the luxury of health.

PROPRIETARY ASSOCIATION.

The thirty-seventh annual meeting of the Proprietary Association, which was held at the Hotel Astor, this city, on April 8 and 9, was marked by the adoption of a resolution to the effect that "such bills as may be introduced for the enforcement of the prohibition of the sale of intoxicating liquors shall provide that alcoholic preparations which are unsuitable for use as beverages may be sold without permits, registration or other restriction." The attitude of the association in its reports was to place a ban on proprietaries that could be used for alcoholic beverage purposes.

The election of officers resulted in a continuation of the executives who had served so well during the last twelve months, Mr. Blair entering upon his fourth consecutive term: President, Frank A. Blair, of Chicago; first vice-president, W. H. Gove, of Lynn, Mass.; second vice-president, Allen F. Moore, of Monticello, Ill.; secretary-treasurer, Charles P. Tyrrell, of Syracuse, N. Y.; general counsel, H. B. Thompson, of Chicago.

AMERICAN CHEMICAL SOCIETY.

The spring meeting of the American Chemical Society was held at Buffalo in the week of April 7. There were a number of excursions to important manufacturing plants in the vicinity of Bison City and Niagara Falls. The day of principal interest was April 8, when the first general meeting was held at the Hotel Statler, at which

A TRITE TRUTH TRULY TOLD

The Fellow Who Tries to Attract Business without Advertising, Is Like the Fellow Who Throws His Sweetheart a Silent Kiss in the Dark. He Knows What He Is Doing, but Nobody Else Does.—
John Barrett.

time President William H. Nichols gave his annual address on "The Future of American Chemical Industry"; William S. Culbertson of the U. S. Tariff Commission spoke on "American Chemical Industries and the Tariff Commission"; and Joseph H. Choate, Jr., counsel for the Alien Property Custodian, on "American Dyestuffs and the Chemical Foundation." It was shown that more than 4,000 American chemists were in the war service of the United States.

BABSON ON SUMMER BUSINESS OUTLOOK

Roger W. Babson, the noted statistician and expert, in his current outlook, gives the following survey of war and business conditions, based upon thorough investigation and careful observation of the field:

War Savings Will Help Business.—Most indications are for a fair volume of business this spring and summer. The buying power of the public is always the measure of business activity. Although statistics clearly indicate that employment is declining, still, a large amount of savings has accumulated during the war, and these will be spent now that restrictions are lifted. For this reason it is not impossible that for a few months the long-swing downward trend in business may be checked and buying in certain lines continue fairly good. This applies particularly to such lines as tourist trade and resorts, automobiles, small residential building, musical instruments, clothing, jewelry, etc. At the same time, most of the basic producing industries, such for example as steel, copper and wool producers, will not be benefited.

Uncertainties Necessitate a Cautious Policy.—Such is the outlook at the present time. There are, however, two threatening conditions which could entirely upset the whole business structure. (1) *Adverse developments in Europe both as regards financial and social conditions.* (2) *An unreasonable attitude on the part of labor in the United States.* At this very moment the European countries are wrestling on the edge of a social revolution. The outcome no one can foresee. War debts have accumulated to a point where it seems almost impossible for some of the nations to pay the interest. Even if repudiation is avoided, Europe must practice rigid economy for a long time. In view of these conditions it is clear why we cannot encourage clients to take long risks or to lay plans even for a temporary revival in business. If the developments above outlined do not occur, business this summer is likely to be moderately good, but a conservative course is the only one to follow under present circumstances.

Lack of Employment Will Grow More Acute.—The records compiled by the United States Employment Service for the last three months indicate a reduction of about 10 per cent. in the total number of people employed. The same records, however, show a much greater increase in the number not employed, due to the thousands of men

being released to civilian life. Demobilization is still less than half completed. Before the summer is over the question of finding places for returning soldiers is going to be much more difficult. The frequency of labor disturbances increases in proportion to unemployment rather than the opposite, which might naturally be expected. *In other words, the more men there are out of jobs, the more trouble there appears to be with labor.*

Labor Outlook Ominous.—The next six months are likely to bring a greater change in United States labor conditions than has occurred in the last four years. A split in the American Federation of Labor and also in the independent unions is appearing. *Before long we may see a new alignment!* The more radical element in organized labor is breaking out in revolt against the conservative element, and intends to introduce policies far more socialistic than any which have ever been attempted in the United States. Some students of the situation feel that in the June election Mr. Gompers is sure to be superseded by someone with more radical views. As above stated, business prosperity depends upon the buying power of the public. If our industrial organizations are to be disrupted by strikes, the prospects for good business next summer will rapidly fade away.

Follow a Conservative Policy.—In view of the situation above outlined the only wise course is one of caution and constructive preparation. It is advisable to push sales and advertising with redoubled energy, but keep collections close. Credits may be fairly good during the summer months, but if the developments we have referred to occur, a sudden rise in failures would result. Buy commodities on a restricted basis. The downward trend in some finished goods may temporarily give way to a brief rise, but no important upward trend should be expected. Raw materials, such as the metals, should continue to decline. Keep a good business reserve. Money rates are likely to ease somewhat during the summer, but if financial difficulties abroad become more acute, the loan market in this country would immediately tighten.

In short, while recognizing that trade prospects for this summer are fairly good, it is advisable to exercise great caution. All statistics clearly indicate that the fundamental long swing in business is downward. Therefore, plan your business so as to stem the tide, not to drift with it!

SPIRIT OF PEPPERMINT, U. S. P.*

BY E. F. KELLY.

The collection of samples of this galenical throughout the State of Maryland by the Board of Health for examination and the resulting prosecution of several pharmacists under the State Food & Drugs Act on account of variations in its strength, have called attention to some facts about this preparation that may be of interest here. In the first place, it was not generally known, it seems, that the U. S. P. now recognizes Essence of Peppermint as an official synonym for the Spirit, and some dealers were marketing an off-strength preparation as Essence of Peppermint under the assumption that they were not amenable. Secondly, there is no official standard set up by the U. S. P., even as far as directing in the official formula, that a certain finished quantity be made, and this is also true of Spirit of Spearmint.

*Read before Section on Practical Pharmacy and Dispensing, A. Ph. A., Chicago meeting.

OUR ADVERTISERS

THE ESSENTIAL OIL SPECIALTIES CO. INCORPORATED GRASSLAND, PA.

The American Perfumer & Essential Oil Review,
80 Maiden Lane, New York.

Gentlemen:

It affords us great pleasure to say a word of appreciation for your publication, The American Perfumer and Essential Oil Review.

We have found it a good medium for reaching the manufacturers of perfumes, soaps and toilet preparations, having received a number of inquiries to our advertisement appearing therein in the domestic as well as foreign market.

Your journal is a first-rate trade paper covering all the essential points, and merits the consideration and approval of those who desire to reach the trades covered by it.

With best wishes for your future success, we are,

Yours very truly,

THE ESSENTIAL OIL SPECIALTIES CO.,
G. Mahlick, General Manager.

The official directions are to macerate 10 Gm. of peppermint in 500 mls of water for 1 hour, and express strongly. Mix 800 mls of alcohol with 100 mls of oil of peppermint, add the macerated leaves and enough alcohol to make 1,000 mls, macerate for 6 hours and filter.

The failure to direct the addition of sufficient alcohol through the filter to give 1,000 mls was doubtless an oversight, as this procedure is directed in the formulas for making all of the official spirits, with the exceptions of peppermint and spearmint and aromatic ammonia, and was directed in the U. S. P. VIII for those of peppermint and spearmint. The peppermint displaces a certain volume and this displacement, with the evaporation of alcohol in filtration, causes a loss of approximately six per cent. in volume, as found by several experiments. No doubt many who prepare this spirit will, through habit, make up the volume after filtration with alcohol, causing a corresponding deficiency in strength and in the finished preparation.

Careful examination of Spirit of Peppermint U. S. P. shows that it contains approximately 10.6 per cent. of oil of peppermint and not 10 per cent., as commonly understood. This higher percentage of oil is the result of the loss in volume before referred to, and checks, as will be noted, with the 6 per cent loss in volume.

The question as to the correct legal standard, that may be raised under such conditions, demonstrates the importance of having all official formulas direct, whenever possible, a finished quantity either by weight or volume, or a definite number, particularly, when no other requirement is made.

Would Be Willing to Pay \$10 a Year.

(Eugene S. Lucas, sales representative for American Collapsible Tube Corp., New York City.)

I take great pleasure in telling you that your publication is a credit to the industries you are serving, and there is not an issue that I do not read with pleasure and profit. I would not be without it if the price of same would be ten times as much.

MANUFACTURING PERFUMERS' ASSOCIATION CONVENTION

The twenty-fifth annual meeting, the Silver Anniversary Meeting of the Manufacturing Perfumers' Association of the United States will be opened at the Hotel Biltmore, New York, on Tuesday morning, April 22, at 10 o'clock, and judging by the advance reports, the attendance will be a record one.

The past year has been a very unusual one in the history of the perfume industry. The manufacturers have had extraordinarily heavy sales, while at the same time there has been great difficulty in securing adequate and proper supplies of raw materials and containers. This, combined with the universal shortage of labor and trouble with fuel supplies, etc., has made it a very difficult matter for manufacturers of perfume, toilet preparations and soap to conduct their business with satisfaction.

The signing of the armistice last November, and the prospect of early peace have not materially altered the situation except to make the future somewhat easier, and therefore the coming meeting will be especially important in enabling the members to get together and discuss ways and means for the future.

A very important problem is that presented by the onward march of prohibition, and while manufacturers of alcoholic perfumery wish to co-operate in preventing abuses, at the same time they wish to be protected in the continuation of their legitimate industry without undue and annoying restrictions.

To Messrs. Edmund Hoffman and O. L. Deming, of the

Announcement of Committee on Entertainment.
Appointment of Committee on Nominations.
Nominations for Officers and the Executive Board.
Appointment of Treasurer's Auditing Committee.
Address on Victory Loan, by Mr. Morris K. Parker.

Afternoon Session

Address by Mr. S. R. Latshaw, advertising director Butterick Publishing Co. "Market Possibilities in U. S. for the American Manufacturer of Toilet Articles."

Address by Mr. Gilbert H. Montague of the New York Bar. "How Different Types of Selling Organizations May Obtain the Benefits of the Webb-Pomerene Law."

Address by Mr. John Walsh, Chief Counsel of Federal Trade Commission, on "Undesirable Practices in Marketing Products."

Executive Session.

8:15 P. M.—Cohan & Harris Theatre, "The Royal Vagabond."

11:15 P. M.—Supper, Hotel Biltmore, Cascade Room. Dancing.

Wednesday—April 23.—

Morning Session, 10 O'Clock

Report of Committee on Nominations.

Report of the Committee to Audit Accounts of Treasurer.

Unfinished business.

Symposium on Supplies.

"Raw Materials" by Mr. C. Beilstein of Dodge & Oicott Co., New York.
"The Cultivation of Aromatic Plants in the United States," by Mr. Paul

Todd, Kalamazoo, Mich.

"The Glass Bottle Situation" by Geo. W. Yost, Bel-laire, O., President National Bottle Mfrs. Assn.

"Collapsible Tubes" by Mr. G. H. Neidlinger of the Peerless Tube Co., Bloomfield, N. J.

"Paper Boxes" by Mr. Harold C. Coppins, Supt. of the F. N. Burt Co., Ltd., Buffalo, N. Y.



PRESIDENT G. A. PFEIFFER.



EDMUND HOFFMAN,
CHAIRMAN, ENT. COMM.



RICHARD HUDNUT,
TOASTMASTER.



O. L. DEMING,
SEC'Y ENT. COMM.

American Can Co., in particular are due the thanks of the association for the very splendid program they have arranged in the face of great difficulties.

Tuesday—April 22.—Morning Session

Roll call.
Communications.
President's Address.
Reports of Officers.
Reports of Committees.

"Tin Boxes" by Mr. Jules Smucker, Vice President of the Metal Package Corp., Brooklyn, N. Y.

Afternoon Session

Address by Mr. Howard S. Neiman, Trade Mark and Patent Counsel of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW. "The Trade Mark Situation in the Light of Recent Decisions and Pending Legislation."

Report of the Committee on Resolutions

Election of Officers and Members of Executive Board.
7:30 P. M.—Banquet in Rose Room, Hotel Biltmore

REVENUE TAX OUTLOOK AND OTHER WASHINGTON NEWS

WASHINGTON, April 14.—Officials of the Internal Revenue Bureau say that the job of preparing regulations applying to the sales taxes under the new revenue law, which includes the tax on perfumes, cosmetics, toilet preparations, proprietary articles, patent medicines, etc., will soon be finished. At last reports Deputy Internal Revenue Commissioner Walker, who heads the sales tax section of the bureau, was conferring with Commissioner Roper about the matter.

The regulations or announcement summarizing their provisions may be issued in sections or installments, it is understood, and in that connection it is reported that the "nine hundred" sections of the bill may be the first of their class of taxes to be covered by the new regulations. The "nine hundred" sections provide for taxes on automobiles, candy, pianos, etc. If the regulations are issued in installment form it is understood that the same general ideas will prevail in the regulations covering most if not all of the sales taxes.

Some of the industries affected by the sales taxes have been heard from by Deputy Walker and other officials of the Internal Revenue Bureau. The views of the industries have been presented in written communications and in personal talks between their representatives and Mr. Walker, Assistant Deputy Commissioner West and others. The principal interests heard from have been in the automobile and other lines, it is stated. The perfumery, cosmetic and soap interests have not presented their views to the department as to what the sales tax regulations should be, so far as one high official in the Internal Revenue Bureau could recall.

W. L. Crouse, Washington representative of the Manufacturing Perfumers' Association and of certain related interests, understands that sales tax regulations are coming, but says he has no definite information about them.

The work under the sales taxes is getting heavier, and Deputy Commissioner Walker is increasing his force to handle it. Qualified persons are needed, it is stated. Appointments are made only through the Civil Service Commission, it is also stated.

The new floor tax regulations covering distilled spirits are said by internal revenue officials to be working satisfactorily. They seem to be generally understood in the trade, as few inquiries are reaching the Internal Revenue Bureau on the subject.

A draft of a decision is reported to be before Deputy Internal Revenue Commissioner Keith relating to bonds and permits, etc., touching non-beverage spirits, that is understood to be of special interest to sureties.

Apparently no advance has been made during the last month in the plan of Dr. Adams, chief chemist of the Internal Revenue Bureau, to give hearings to perfumers, flavoring extract manufacturers and other classes of persons interested in the matter of non-beverage spirits and the enforcement of the prohibition law with a view to obtaining the cooperation of the legitimate trades. For some reason not yet disclosed, the plan is being held up, but Dr. Adams has hopes that it will be put into effect within a month.

What the policy of the department will be on the proposition to give hearings is not known, nor is it known what the department's attitude will be in regard to elimin-

ating certain preparations in the line of perfumes, cosmetics, toilet preparations, flavoring extracts, etc., which are considered to have an excessive proportion of alcohol. Dr. Adams, however, has given expression to his opinion that this should be done, to the correspondent of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW.

Dr. Adams believes that the legitimate trade will sympathize with his purpose and cooperate with him in carrying it out if it should be adopted by the department. He insists that Jamaica ginger, extract of ginger and other extracts are used for beverage purposes at times and in certain "dry" parts of the country, depending upon the formula of the preparation. The Montana prohibition law, which places a ban on flavoring extracts, may be exceptional, but officials here doubt whether the fact that the extract trade or related trades are legitimate industries will necessarily operate to prevent their suppression. In that connection attention is called to the fact that the beer, wine and whisky industries were legitimate and recognized as such by the Government in collecting heavy taxes from them, yet these industries are now being suppressed by legislative action of Congress.

Dr. Adams is understood to have samples of Jamaica ginger that was put up ostensibly for flavoring purposes. Authorities here consider some of these samples as potable. They are not prepared to say as yet that the final prohibition regulations should provide that all alcoholic mixtures shall be rendered non-potable. "Potable" is a comparative term or a relative term, they feel. What might be potable to one person would be non-potable to another person. However, it is insisted that there must be some standard to prevent the use of so-called non-beverage spirits for beverage purposes under the old law, to say nothing about preventing evasion of the national prohibition law.

There is still nothing settled about enforcement of the prohibition law, either war time or constitutional. Recently a report that 3,000 internal revenue men would enforce the prohibition law was followed by a statement from Commissioner Roper that his bureau can not enforce war-time prohibition July 1, but that enforcement is merely left with United States Attorneys throughout the country. Mr. Roper suggests that an attempted enforcement of the law without adequate means would not be necessary if the President were to proclaim the completion of demobilization by July 1, or if Congress should act on the situation. It is believed that the chances for getting a sane law enacted next Congress are much better than if the last Congress had sought to rush through a half-baked measure.

The war time prohibition law was to become effective July 1, and continue in effect during the war and the period of demobilization, the end of which was to be proclaimed by the President. Mr. Roper takes the view that unless Congress or the President acts, the issuance of licenses for prohibited manufacturers will cease July 1: that prohibition can't be enforced adequately without the enactment of specific legislation. Calling attention to the fact that Congress did not enact enforcing legislation, Mr. Roper says that the job of enforcing the law has not been placed with the Commissioner of Internal Revenue. He also called attention to the fact that money has not been made available for enforcing the law.

Secretary of the Treasury Glass and Commissioner Roper have not hesitated to say that they are opposed to prohibition enforcement being lodged in their department; instead they have suggested that the Department of Justice be "made the goat." However, it looks as though the Internal Revenue Bureau will eventually be "handed the lemon." The old laws against the illicit manufacture and sale of spirits and other alcoholic beverages will continue to be enforced after July 1 unless repealed by Congress. Internal revenue officials take the view that their bureau is charged under the war time prohibition law with regulating non-beverage spirits, also with the distribution of wine for sacramental, medicinal or other non-beverage purposes. They intend to discharge those duties as best they can, but not an army of 3,000 agents of the Internal Revenue Bureau, as matters stand now, will undertake to enforce prohibition. Many of these agents will be engaged on other work.

It is reported that regulations governing the production of non-beverage alcohol will be issued soon. Bureau officials plan to make it difficult for perfumes, extracts, toilet preparations and medicines containing alcohol to be used for beverage purposes. It is said that the essential oils used in most perfumes would make a person ill if he drank the perfume. The idea of some seems to be to make alcoholic preparations according to such formulas as to cause illness before intoxication to persons who drink them.

The Attorney General has ruled that liquor seized by customs officers may be sold under the general customs law, regardless of prohibition laws that may be in effect.

Recent Internal Revenue Decisions.

Besides TD-2806 on the subject of distilled spirits in bond, the Treasury Department has within the last few days issued three decisions which provide respectively that the penal sum of bonds to be based on the amount of the tax on the spirits covered by the bond, approving a formula for special denaturation of alcohol to be used in the manufacture of tooth paste and modifying formula for special denaturation of alcohol for use in making transparent soap. Following are these decisions:

T. D. 2821.—Distilled Spirits—Bonds.—The penal sum of bonds to be based on the amount of tax on the spirits covered by the bond.

Internal-revenue bonds covering the tax on distilled spirits, except bonds of which the penal sums are otherwise prescribed by regulation, will hereafter be written in a penal sum sufficient to cover the tax at the rate of \$6.40 per gallon on spirits produced prior to September 9, 1917. Where the spirits covered by the bond were produced subsequent to September 9, 1917, the penal sum of the bond will be based upon the tax at the rate of \$2.20 per gallon.

Section 3297, Revised Statutes, requires that bond (Form 432) shall be in a penal sum double the amount of the tax. The penal sum of bond Form 432 will accordingly be in an amount equal to \$4.40 a gallon on all alcohol charged under the bond.

In the event losses occur from the spirits covered by the bond, the rate of tax to be asserted in connection with such losses will be \$6.40 per gallon when the bond is written in a penal sum measured by that rate of tax; when the penal sum of the bond covers the tax at the rate of \$2.20 a gallon, assessment on account of losses will be made at that rate, unless it shall appear from the evidence in the case that the spirits or any part thereof were diverted to beverage purposes, or for use in the manufacture or production of any article used or intended for use as a beverage, in which event the tax will be assessed at the rate of \$6.40 a gallon.

Wherever in the printed forms of bonds now being supplied the recital or the condition of the bond fixes the tax to be asserted according to "an act of Congress of August

28, 1894," or any other specific act, such words should be stricken out and in lieu thereof the words "laws of the United States" should be inserted.

T. D. 2819.—Denatured Alcohol.—Formula No. 31 for special denaturation of alcohol to be used in the manufacture of tooth pastes.

The following formula, designated as No. 31, has been approved for the special denaturation of alcohol to be used in the manufacture of tooth pastes, only:

To each 100 gallons of ethyl alcohol there shall be added 100 pounds of soap and 100 pounds of glycerine.

Before alcohol denatured according to this formula will be permitted to be used by a bonded manufacturer, samples of the finished product, together with the formula of ingredients, labels, advertising matter, etc., must be furnished. This data should be accompanied by a full description of the process of manufacture, and a blue print or pencil drawing showing the location of the room or rooms in which the denatured alcohol is to be used.

T. D. 2820.—Denatured Alcohol. Modifying Formula 3-A for special denaturation of alcohol for use in the manufacture of transparent soap.

Specially denatured alcohol Formula 3-A, which provides for the use of such alcohol in the manufacture of transparent soap, and reading as follows:

To 100 gallons of ethyl alcohol add 6 gallons of the following mixture: Five gallons of commercially pure methyl alcohol having a specific gravity of not more than 0.810 at 60° F. and one gallon of castor oil.

is hereby changed to read:

To each 100 gallons of ethyl alcohol there shall be added 5 gallons of commercially pure methyl alcohol having a specific gravity of not more than 0.810 at 60° F.

TO PREVENT A GERMAN CHEMICAL INVASION.

The German trade aim to re-establish the dyes, chemicals and coal tar products of her industries which controlled the world's market before the war, has received a setback by the seizure of all German patents in this country for dyes, chemicals, etc., by the Alien Property Custodian, and transfer to the Chemical Foundation. Republican members of the new Congress also plan to prevent dumping of German dyes and chemicals into the American market, by revising the tariff in part so as to foster American industries. Representative Longworth of Ohio, leader of the insurgent Republican faction in the House, is drafting a new dye and chemical schedule. Chairman Fordney of the Ways and Means Committee is planning investigations and hearings by his committee, with a view to tariff revision, it is reported. He and other leaders are reported to be opposed to general tariff revision at this time, owing to the unsettled conditions of industry, transportation, etc., throughout the world. Some authorities say that to keep the tariff abreast of changing conditions, annual revision will be necessary for the next 5 or 10 years.

Cottonseed and its products are among the few commodities over which the Food Administration still exercises control, as a result of presidential proclamation releasing meat and meat products from such control.

Mr. Cranston, whose Commodities Division of the Food Administration several months ago succeeded the Fats and Oils Division and other divisions, has left the Food Administration, and a Mr. McKellar, a binding twine man, is on the job in the combined division. However, S. J. Cassels remains at the head of the Cottonseed Section of the Administration. He said that the cottonseed

oil program is working satisfactorily; that the oil is being sold. Recently, Mr. Cassels said, there has been an allocation of 22,400,000 pounds of oil for shipment to Europe for food relief, to be distributed through the Grain Corporation of the Food Administration.

WAR TRADE BOARD REGULATIONS.

The War Trade Board has recently removed cinchona bark and products and quinine and its compounds and quinine salts from the export conservation list.

The board has issued a general license for the importation of all commodities, except a few specified, including nitrates of soda and potash from American countries except French and British possessions.

New regulations have been announced by the War Trade Board governing the exportation of rational articles to Norway, including borax and boric acid, carnauba wax, oil cakes, oil seeds, oils not specified; paraffin wax, stearin, stearin acid and palm acid, rape oil, resin, spices, turpentine and white spirit, vegetable and animal fats.

The War Trade Board has issued a new and combined free list of exports to Scandinavian countries, Holland, Finland, Switzerland, Luxemburg and the occupied Rhine territory. The list contains a large number of articles including drugs, fruit juice, iris or orris root, essential oils, citrus fruit peel in brine, perfumery, potable spirits, theatrical properties and cosmetics and toilet preparations, excluding soap.

Rules have been issued covering exports to Sweden, including items on a rational list containing borax and boric acid, camphor, citric and tartaric acid, edible oils and fats, excluding lards, except compound lard, linseed, linseed oil, paraffin wax, rosin, soap, spices, waxes, etc.

The War Trade Board has learned that private parties may import into Italy certain articles including alcohol, vegetable and animal tallow.

British import restrictions have been removed from tallow, according to information received by the War Trade Board.

Consul General Skinner at London, reports that the British Minister of Munitions now licenses all persons to sell, purchase and deal in seeds, oils and fats, subject only to conditions that no sale or dealing shall be at prices in excess of fixed maximum price, as set out in orders of May 9 and June 19, 1917. This order affects cocoanut, cotton oil, tallow and various seed oils.

The British export embargo has been modified so as to permit free export of hempseed oil, kapoc seed oil, maize oil, olive oil, mowrah seed oil, niger seed oil, poppy seed oil, rapeseed oil and sunflower oil. Resins and paraffin wax may be exported under the British embargo now.

Import restrictions have also been removed by the British Government on importations of unrefined tallow, spirits other than brandy, and other articles.

The Bulgarian Government has issued a long list of import prohibitions which apply among other things to liquors, ethereal spicy oils and artificial odoriferous preparations, perfumery, perfume water, pomade, tooth paste and other toilet articles.

The Railroad Administration is putting into effect a reduced rate of 90 cents per 100 pounds on paraffin wax on shipments from points east of the Mississippi River to Pacific Coast ports for exportation to China, Japan, Australia and the Philippines.

SENATOR'S EYE ON FRENCH PRODUCTION COSTS.

"Our tariff rates on argola, perfumes, cosmetics and toilet preparations and other articles," says former Senator Jonathan Bourne of Oregon, head of the Republican Publicity Association, "must be drawn with an eye to French production costs."

The Tariff Commission has issued a report on Costs of Production in the Sugar Industry, which presents a detailed study both in prewar and war times of the cost of production in the cane sugar industry in Cuba, Hawaii, Louisiana and Porto Rico, and in the beet sugar industry in the continental United States. It is shown that in all of these regions the costs per ton of sugar vary greatly among individual producers, and that therefore, as the price at which the sugar is sold is approximately uniform, some of the producers reap large profits, while others barely make expenses or even manufacture at a loss.

FEDERAL BOARD CITES SOAP MANUFACTURERS.

The Federal Trade Commission has issued five complaints alleging commercial bribery, naming three interstate soap manufacturing companies, as follows: F. Kenney Manufacturing Company, Boston; Rome Soap Manufacturing Company, Rome, N. Y., and Standard Soap Manufacturing Company, Woonsocket, Rhode Island.

The Commission states in the complaints that it has reason to believe the concerns secretly paid money to employees of its customers and prospective customers to influence the purchase of supplies. They were cited to appear before the Commission in Washington, respectively, May 9, May 8, and May 7.

The Federal Trade Commission has dismissed its proceedings against the American Chicle Company.

The Commission has cited the Oldbury Electric Chemical Co., Niagara Falls, N. Y., potash manufacturers, J. L. & D. S. Riker, Inc., its sole agents, and the Central Railway Signal Co., Pittsburg, to appear May 6 and answer a charge of monopoly of perchlorate of potash and conspiracy to restrict competition.

Collections of income and excess profits taxes this year will amount to more than \$4,000,000,000, as indicated by the first quarterly collection of \$1,001,244,575 from sixty-three collection districts. All of the districts reported showed a decided increase over the 25 per cent of last year's income tax collection, which amounted to \$750,000,000. General prosperity throughout the country, officials point out, is indicated by the returns. The Bureau of Internal Revenue has collected from all sources since July 1, the beginning of the fiscal year, about two and one-quarter billions of revenues.

Peppermint Oil Exports

From the port of New York in February of this year the following exports of peppermint oil were made: Denmark, 354 lbs., \$2,215; France, 591 lbs., \$2,363; Norway, 550 lbs., \$3,250; England, 8,140 lbs., \$44,061; Mexico, 56 lbs., \$301; Jamaica, 26 lbs., \$160; Trinidad, 26 lbs., \$105; British West Indies, 10 lbs., \$50; Cuba, 35 lbs., \$186; Haiti, 3 lbs., \$19; Chile, 5 lbs., \$18; Colombia, 4 lbs., \$24; Ecuador, 2 lbs., \$8; Peru, 46 lbs., \$222; Venezuela, 15 lbs., \$37; Hong Kong, 250 lbs., \$715; total, 10,107 lbs., \$53,734.

References on Latin-American Trade Methods.

A list of publications containing references of Latin-American trade methods and conditions can be obtained from the Bureau of Foreign and Domestic Commerce or its district or cooperative offices by referring to file No. 9542.

NEW METHOD OF MANUFACTURING FLOWER POMADES BY COLD PROCESS

The quality and cost price of flower pomades depends upon the care employed in their manufacture and the outlay for hand labor. There always have been endeavors to improve the process for the preparation of

follow the old methods, which called for very much hand labor.

For some years, several of the factories at Grasse employed a fabric of metal, of silk or of yarn, which

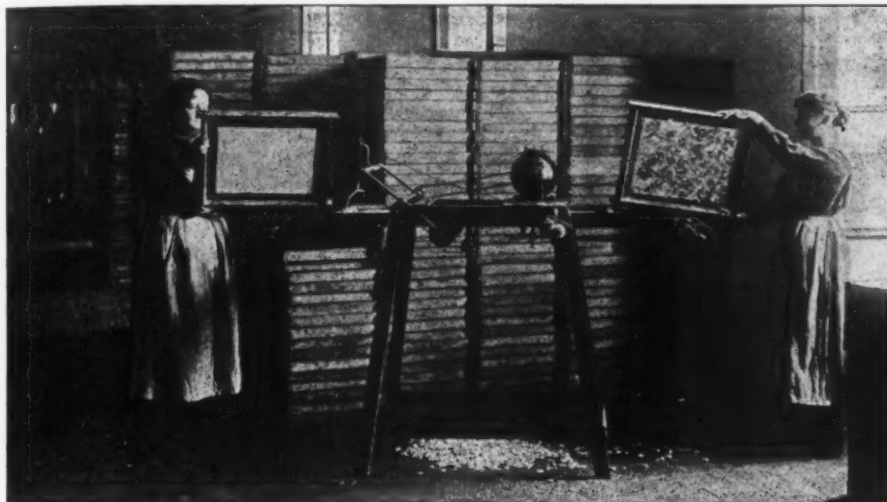


FIGURE 1, SHOWING DEFLORATING MACHINE.

pomades on screen-frames, so as to involve less loss of grease and at the same time lessen the labor required, but no practical system has ever been devised until now to accomplish both of the results to the desired degree. It has been found necessary, therefore, to

they introduced on the screen-frames, between the grease and the jasmine flowers. The results obtained did not prove satisfactory and the method has been abandoned.

It is to the establishment of Lautier Fils, at Grasse,

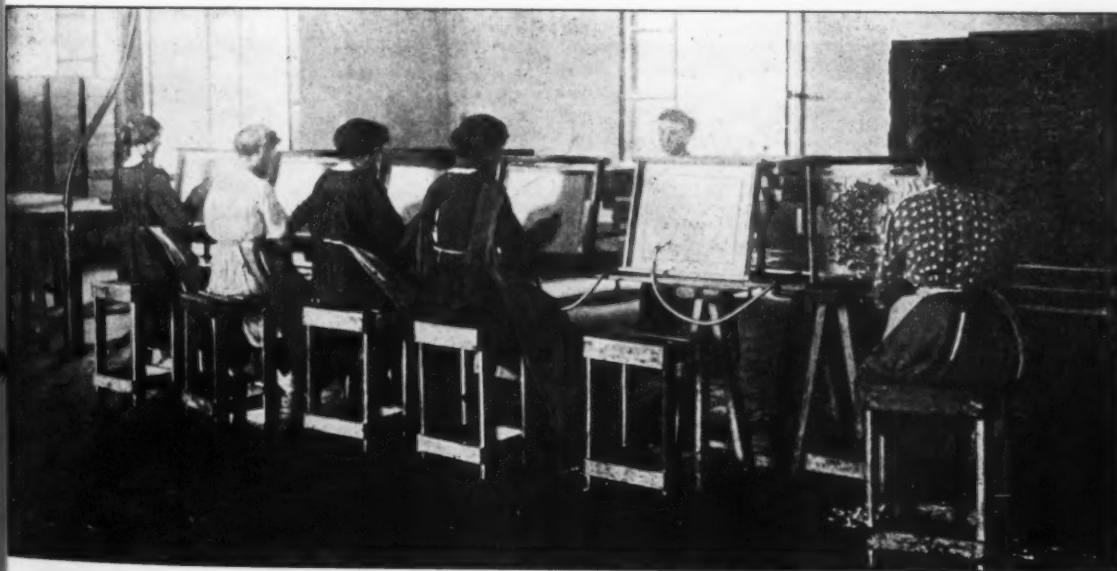


FIGURE 2, SHOWING NEW METHOD OF DEFLORATING, WITH OLD ON RIGHT.

that the credit belongs for having found the solution of this important problem by devising a deflorating machine, represented in Fig. 1. On the right side a woman is seen placing one of many screen-frames, already loaded with jasmine blossoms, in the apparatus. This frame is immediately carried away by the apparatus and it is recovered by another woman, two seconds later, on the left side, completely relieved of its flowers, which are gathered up from the ground.

Two women can pass a much larger number of frames into the apparatus than can one, according to the skill and activity they display. This apparatus, of course, has been made the subject of a patent, which is the property of Lautier Fils.

The frame that is shown on the left side in the same illustration still contains some small lots of flowers, too small to be removed effectively by the apparatus, which has been regulated to take the flowers in passing without touching the bed of grease in any way.

It was still necessary to complete the invention, already so important, and this was made the object of a new patent, taken out at the same time by the same concern. It is shown applied in Fig. 2. The four women on the left remove the little sprays of flowers by means of special suction devices. This operation is effected with great rapidity and without touching the grease.

The woman at the right is shown using her fingers to remove the flowers with which the screen-frame is covered. This is the old method employed in all the factories. She removes the flowers one by one, and when this long, tedious operation is finished, she will still have to devote several minutes to the removal, one by one, with the fingers or by means of small rods of wood or metal, of the fragments and stalks left on the grease by the flowers themselves.

With the new process the fingers never touch the grease, whereas in the ordinary process the fingers play the principal if not the only function, and unavoidably leave numerous traces. The advantages claimed for the double Lautier Fils process are these: Six times greater speed, which means economy in hand labor, cleanliness, minimum waste of grease, contributing thereby to a maximum yield of perfume.

PEPPERMINT CULTIVATION IN HOLLAND

Complying with a request of the Geneeskruidtuinen Walcheren (Medical Herb Gardens Walcheren) we distilled a quantity of peppermint leaves.

Two lots of dried peppermint leaves were distilled, which were grown on different soils, rendering the following results:

Quantities.	Production.	Percentage.
215 kilos	1.500 oil	0.7 %
156 kilos	1.480 oil	0.95%

Taste and flavor were excellent and showed much similarity to those of American oils.

The production may be called very satisfactory and corresponds with the results obtained from distillation of peppermint leaves in Wayne County, Mich., U. S. A.

After a careful examination in our laboratory the oil showed the following values, next to which we mention—

as a comparison—the requirements for pure American oil:

	American Oil.	First Lot.	Second Lot.
20°			
N — (breaking)	1.460—1.463	1.4621	1.4615
D			
∞ D (rotation)	—18°—34°	—29.2°	—29°
15			
d — (specific weight)	0.900—0.915	0.907	0.905
15			
Solubility in alcohol of			
90% vol.	in ¼ vol.	in ¼ vol.	in ¼ vol.
Solubility in alcohol of			
70% vol.	2.5—5 vol.	in 4¼ vol.	in 3¼ vol.
Acid		practically 0	practically 0
Ester		23.7	21
Ester after acetylation.		194.3	188
Menthol (ester)	5—9%	6.7%	5.9%
Total menthol	48—63%	63.4%	61%

The figures given for total menthol have been derived from the ester figure after acetylation, without taking into account the fact that in the original oil a certain quantity of menthol appears as ester. The correction herefore would amount to 2%.

After redistillation we obtained from the first lot 1.350 and from the second 1.350 kilo oil.

The rectified oil gave the following values:

	First Lot.	Second Lot.
20°		
N — (breaking)	1.4619	1.4610
D		
∞ D (rotation)	—29.2°	—29.1°
15		
d — (specific weight)	0.907	0.905
15		
Solubility in alcohol of 90% vol.	in ¼ vol.	in ¼ vol.
Solubility in alcohol of 70% vol.	in 3 vol.	in 3 vol.
Acid	practically 0	practically 0
Ester	22.9	22.8
Menthol (ester)	6.5%	6.5%
Total menthol	66.4%	63.3%

Here again the taste and flavor of the oils of both lots were very good.

The rectified oil complies with the requirements of the Pharmacopea Neerlandica. Where this time the experiment has been made on a very small scale, it cannot as yet be decided whether or not the culture of peppermint leaves could be made productive in this country. However, the Geneeskruidtuinen Walcheren propose a more important cultivation next year, in order to repeat the experiment on a larger scale. Presumably, at that time, it may be concluded whether cultivation and distillation of this herb may be made paying both for cultivators and manufacturers.

POLAK'S FRUTAL WORKS.

Amersfoort.

Always Finds The Perfumer Interesting.

(From Charles C. Crater, Adolph Spiehler, Inc., Rochester, N. Y.)

Inclosed is express money order to pay for my subscription for your journal for this year. I am still "spieling" away for Spiehler's perfumes, and am always anxious to receive your journal, as I always find some very interesting reading in it regarding the doings pertaining to the perfume world, etc.

COSMETIC PREPARATIONS

By Dr. F. A. MARSEK

(Continued from page 8, March, 1919.)

As already indicated the process of the distillation, as well as the resulting products are not the same in every industry and are dependent upon the raw materials used in the particular location as well as upon the character of the industry, that is, the kind of product which is to constitute the principal output of the industry. In some localities *f. i.* lubricating (machinery) oils are one of the principally marketed products.

The preparation of paraffin from wood tar, in which it originally was discovered by Reichenbach, is accomplished by distilling beech tar to dryness and rectifying the oily portion of the product until a thick substance is obtained. Then the receiver is changed and the heat increased very slowly as long as the distillation is progressing. After the distillation has ceased the contents of the second receiver are digested with an equal amount of alcohol of 0.835 specific weight and then gradually 6 to 8 more parts of alcohol are added and the whole mixture is exposed to a low temperature. Crystals of paraffin will precipitate, which, after being washed with cold alcohol, are dissolved in boiling alcohol from which solution finally pure paraffin will crystallize.

This process, however, is commercially of little value for the production of paraffin.

For the preparation of paraffin from peat similar processes are employed, as for the distillation of coal tar and the production of paraffin from it respectively.

Finally, a source for the production of paraffin is the natural petroleum. This product is to be found practically all over the world although only a number of fields are commercially of any importance while the rest of them yield insufficient quantities or inferior qualities of oils.

While before the development of the industry the oil was simply decanted from water where it was floating, in later years it was produced by means of boring operations. These wells discharge large quantities of gases such as marsh gas, etc. The oil itself either spouts, flows or is pumped from the wells.

The qualities of the crude oils from different localities are varying greatly and not all of them are suitable for the production of paraffin. These oils are varying in color from light to dark and in consistency from a thin liquid to sometimes a semi-liquid substance. The specific gravity ranges from about 0.78 to 0.94. The specific gravity, however, has no influence upon the quality of the oil as *f. i.*, a particular oil from the wells of Pennsylvania of the spec. gravity 0.855 is regarded as of low quality compared with an oil of the same specific gravity which is obtained from the Caucasus. Oils of light consistency are those from Pennsylvania and partly also those from Galicia, heavy oils are those from the Caucasus, the German oils and especially the so-called Rangoon oil, which has a consistency almost like butter and is one of the most important oils for the production of paraffin.

The crude oil is first purified from water and mud by permitting the latter to settle. Then the oil is subjected to fractional distillation. The products obtained from this distillation may be divided into two main groups, namely, the light oils and the petroleum (illuminating oil or kerosene and the heavier fractions).

The light oils or crude benzine constitutes a mixture of light hydrocarbons of a specific gravity from about 0.630 to 0.745. It is usually subjected to fractional distillation in rectifying apparatus with indirect steam and then chemically purified in a similar manner as the petroleum. The products obtained are:

1. Petroleum ether of a boiling point ranging from 40 to 70° C. and a density of from 0.65 to 0.66. This product is used as a local anaesthetic in surgery, for the production of artificial cold on account of its rapid evaporation and principally as a solvent for rosins, etc., and oils. In perfumery we meet with this valuable product in cases where it is used as a solvent for the odoriferous constituents of flowers.

2. Gasoline of a boiling point of 70 to 80° C. and a density of 0.66 to 0.67. It is used for the extraction of some oils from seeds, of fat from wool, for gas motors and as an illuminating material for specially constructed lamps.

3. C-Naphtha of a boiling point of 80 to 100° C. and a density of 0.667 to 0.707, used as a cleansing fluid, as an adulterant of petroleum and for medical purposes. It is also used in special lamps as illuminating material.

4. B-Naphtha, boiling point 80 to 120° C. and a density of 0.707 to 0.722, used for burning in ligroil lamps, for the production of illuminating gas and for painting in place of oil of turpentine, which latter does not dry as quickly as the B-Naphtha.

5. A-Naphtha of a boiling point between 120 and 150° C., and a density of from 0.722 to 0.737. It is used as a cleanser for machinery parts, as a substitute for turpentine oil and for diluting of oil colors, varnishes, etc.

Those fractions specified under the numbers 3, 4, and 5 (density 0.667 to 0.737 and boiling points of 80 to 150° C.) are sometimes not separated and the resulting product used under the name of Petroleumspirit, more seldom also including the second fraction, gasoline.

The second main group consists of what we term Petroleum. Certain industries which are furnishing illuminating oils do not apply fractioned distillation to the product of this second main group but simply distill it as long as the distillate is within the required limits with respect to its color and specific gravity. This specific gravity varies according to the locality from which the crude oil comes. In this country the usual commercial products weigh 44.45 B (0.805 to 0.810 specific gravity), while the Russian oils are 41 to 45 B (0.820 to 0.824 specific gravity). The oils from Galicia and Rumania have a specific gravity of 0.810 to 0.815.

For the production of paraffin and of vaseline or petrolatum the oils of higher boiling point are used. The procedure usually employed for the separation of the paraffin is in its principles similar to that used in the production of paraffin from coal tar.

As already indicated, the melting and congealing point of paraffin as well as its specific gravity vary greatly, according to the materials, etc., used for its production. We may distinguish soft and hard paraffins, their congealing points ranging from 38 to 82° C. and the specific weight

between 0.869 and 0.943. The higher the congealing point, the higher also its specific weight, according to its commercial value. For our purpose, that is for the production of cold and other creams of a related nature, only those grades of paraffin should be used which have the highest melting point and thus the highest specific gravity.

For the definition of the solubility of paraffin the following results of a test made with so-called Ozokerit-paraffin may serve. According to this test the following quantities of solvents were required to dissolve 1 gram of the paraffin which had a melting point of 64 to 65° C., a congealing point of 61 to 63° C. and a specific weight of 0.917 at 20° C.: 7.6 grams carbon disulphide, 8.5 grams of petroleum benzine (to 75° C. boiling, specific weight 0.7233), 41.3 grams chloroform, 50.3 grams benzol, 50.8 grams ether, 378.7 grams acetone, 453.6 grams alcohol of 99.5° Tr., 1447.5 grams methyl alcohol, 1668.6 grams acetic acid glacial, 3826.2 grams acetic acid anhydride and 330000 grams alcohol of 75° Tr.¹

Paraffin, although serving as an adulterant, is itself never adulterated, as its price does not make it necessary.

The principal tests of paraffin which interest us are those for the melting or congealing point respectively, for the specific weight, for its purity, that is the quantitative determination of the impurities it may contain and finally the determination of its water contents.

For the determination of the melting or congealing point different methods are applicable. In principle three different methods are applied, namely, the American, the Scotch or English and the German (devised by the Association for Mineral Oil Industry of Halle). As these three methods give somewhat different results it is advisable, especially in case of imported paraffins, to agree between the buyer and the dealer on the particular method to be employed.

According to the American method a sufficient quantity of the paraffin is melted in a 3¼ inches wide beaker and a spherical thermometer is extended into the melted mass in such a manner that three-quarters of the mercury bulb is dipped into it. During the gradual cooling of the paraffin the falling of the thermometer is watched and the temperature observed when the substance begins to congeal. This temperature constitutes the congealing point.

The Scotch or English method requires the paraffin to be melted in a crucible and stirred with a thermometer until about half of the melted substance is congealed. Then the thermometer remains constant for a moment and at this moment the temperature is read.

The German method is the following: A beaker of about 7 cm. high and 4 cm. in diameter is filled with water and heated to about 70° C. Upon the surface of the water a small piece of the paraffin to be tested is placed. The thus resulting "eye" of paraffin on the water should be about 6 mm. in diameter. As soon as the paraffin is entirely melted a special thermometer with long-shaped mercury container is inverted into the water so deep that the entire mercury container is covered by the liquid. The temperature is read off as soon as a thin film has been formed on the paraffin. During this observation precaution has to be taken to prevent any draught from reaching the beaker and to prevent the breath of the observer from touching the paraffin while watching the temperature.

¹Berichte d. deutsch. chem. Ges.

According to the statements of a number of authorities this method does not give satisfactorily correct results.

Another method, devised by Finkner,² is the following: A glass rod of 8 mm. diameter is dipped into paraffin, melted in a water-bath, in such a manner that about 10 mm. of the rod is inverted. A small drop of paraffin, which should be of such dimensions to form nearly a hemisphere, is formed. This rod with the paraffin drop is now inverted into a test tube, about 30 mm. wide and 250 mm. long, so that the drop is about 30 mm. distant from the bottom of the tube. Beside this rod a thermometer is placed in the tube, its mercury container being at the same height as the paraffin drop. Now the test tube is inverted to 4/5 its height into water which is heated very slowly and the temperature is read off at the moment when the paraffin drop falls off the rod.

This method requires the observance of certain precautions if it is to be of any value at all. As it is described here, no correct and dependable results are obtainable. Firstly it is necessary to select a thermometer with a very thin glass wall surrounding the mercury. Furthermore the size of the paraffin drop must be always exactly the same, which of course is very difficult to accomplish, even if the rod is inverted in the melted paraffin a second time after the drop adhering to it from the first immersion has congealed. To ascertain the quantity of paraffin on the rod the use of a scale would be the only means. And lastly, it is necessary to fasten the thermometer and the glass rod in such a manner that the distance of both from the axis of the test tube is equal. All these precautions are difficult to take, so this method is lacking dependability.

The quantitative determination of mechanical impurities in paraffin is made by melting a larger quantity of the paraffin, allowing these impurities to settle to the bottom while the paraffin is kept at a temperature slightly above the melting point. The larger part of the paraffin is then decanted carefully, the residue dissolved in petrol-ether and the solution filtered through a weight filter. The impurities remaining in the filter are weighed after the latter has been washed with a fresh amount of petrol-ether and dried at a temperature of 100° C.

The content of the paraffin or water is determined by allowing a quantity of the paraffin to remain in perfect quiet at a temperature slightly above the melting point in a graduated cylinder. The water will separate from the paraffin and its quantity may be read off on the graduation.

(To be continued.)

Patent for Artificial Perfume.

K. MIYASAKA. Jap., 31,328. Petroleum acids are treated with slaked lime, NaOH, Na₂CO₃, or other alkali, and the product is subjected to dry distillation. The distillate is fractionated and nitrated. The product thus obtained is redistilled and washed to obtain a perfume.

Finds The Perfumer Worth Money.

(Marie Earle, Toilet Preparations, New York City.)

I find your paper very interesting and worth a good many dollars to me.

²Mitt. a. d. kgl. techn. Versuchsanstalt, Berlin.



Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

A special meeting of the executive board of the Flavoring Extract Manufacturers' Association was held in Philadelphia on April 4 at the Bellevue-Stratford Hotel. There were present besides President Beers, the following officers and members of the executive board: Charles D. Joyce, R. E. Heekin, L. B. Parsons, Gordon M. Day, Frank L. Beggs, R. H. Bond, T. W. Carman and also the following members: John L. Clawson, S. F. Irwin of Philadelphia, and G. L. Lockland of the C. F. Sauer Co., Richmond, Va. The legislative situation was carefully canvassed, and considered especially from the viewpoint of prohibition.

Four new members were elected, viz.: Burrell Perfume Co., Cleveland, Ohio; Carr, Owens & Co., Inc., Baltimore, Md.; The E. C. Harley Co., Dayton, O.; Forbes Bros. Tea & Spice Co., St. Louis, Mo.

Concerning the Tenth Anniversary Convention, after carefully considering the merits of various cities, it was unanimously decided to come to New York, and the meeting will be held at the Hotel Commodore, the dates being June 18, 19 and 20.

Mr. J. Edward Young, Jr., of Thurston & Braidich, who scored such a success last year as chairman of the entertainment committee, has again been appointed to that desirable position, and will soon announce the names of the other members of the committee.

Mr. F. A. Ross, treasurer of the Association, was unfortunately prevented from attending this meeting by a painful accident, which resulted in a broken ankle. He is convalescing, and will soon be back at his office with the Stickney & Poor Spice Co., Charlestown, Mass.

REVISED MEMBERSHIP LIST.

Enclosed with circular No. 84 is a new revised membership list. Members are requested to examine this list and if they find that there is any error in the spelling of their name or any mistake as to their address they should notify the secretary at once, so that proper correction may be made.

METHOD OF MAKING 97½ PER CENT. ALCOHOL FROM 95 PER CENT. ALCOHOL (COLOGNE SPIRITS).

The attention of the members is called to the method of making 97½ per cent. alcohol from 95 per cent. alcohol (cologne spirits). This was kindly furnished by Mr. F. M. Boyles, Chairman of our Navy Specifications Research Committee. This method was referred to in our circular No. 82, in connection with the report of the Navy Specifications Research Committee. The method is as follows:

To each gallon of the cologne spirits add 1¼ lbs. quick lime broken into small pieces (about the size of a hazel nut). Let stand for about 18 hours, stirring frequently. It

will be found advantageous to start this in the early afternoon and stir every half hour. Upon standing over night the lime settles out and the clear upper layer of liquid can be syphoned off or drawn off in the morning. This process can be carried out in a barrel or other receptacle. The specific gravity of the resultant liquid should be taken either with an accurate hydrometer or pycnometer and the percentage of alcohol found from the tables which are to be found in most books on chemistry.

DR. VULTE'S REPORT ON VANILLA SUGAR.

In our circular No. 82, embodying report of our Navy Specifications Research Committee, reference is made to the work of Dr. Vulte on vanilla sugar. The following comment on the report was prepared by Mr. F. M. Boyles, chairman of the committee:

"Jan. 20, 1919.

The Vanilla Sugar and Vanilla Extract referred to in the following report were prepared by Mr. B. H. Smith of the Baker Extract Co. The same lot of beans being used for both the Extract and the Sugar. The Vanilla Sugar was made according to the specifications of the Navy Department.

The Vanilla Extract No. 1 was a standard Extract containing 13½ ozs. of beans per gallon and approximately 40 per cent. of alcohol.

Vanilla Extract No. 2 same as No. 1 except that all but 10 per cent. of the alcohol had been recovered from it in a vacuum still.

Dr. Vulte was not informed as to the nature of the Vanillas at the time the samples were submitted to him. He was instructed to test the three samples in a practical way, comparing the Vanilla Sugar with the liquid extracts and to note if there was an advantage in one of the liquid extracts over the other. He was asked to report if the liquid extracts give better results in actual practice than the Vanilla Sugar and also the relative strength of the liquid extract compared with the sugar and as a general proposition which class of flavor are most desirable.

His opinion was also asked as to the advisability of using Vanilla Sugar in miscellaneous food products.

The report of Dr. Vulte is as follows:

"TEACHERS COLLEGE, COLUMBIA UNIVERSITY, NEW YORK
August 15, 1918.

Mr. F. M. Boyles, Chief Chemist, McCormick & Co.,
Baltimore, Md.

DEAR SIR: In reply to your request for a report on the comparative values of vanilla extracts, based on a series of practical tests on samples submitted, I submit the following:

The tests show that vanilla sugar cannot take the place of vanilla extract and give satisfactory results, for reasons given below:

1. The flavoring material is in the insoluble solid form, and is lighter than sugar or even water; therefore, it comes to the top of a custard or liquid sauce, like a black scum, and does not give much flavor to the product.

2. In ice cream, cake and hard sauces the dark particles are scattered through the mass and give it an unpleasant and dirty appearance.

3. When the flavor is pronounced enough to be identified as vanilla, it is inferior to the soluble extract forms,

and as no homogeneous mixture is possible the flavor is uneven.

4. To produce a flavor equal in strength to the liquid extract, the amount used must be about one-half the quantity of the liquid extract instead of one-fifth as claimed.

5. It is difficult to make an even blend of vanilla sugar in a batter without longer stirring than is sometimes desirable for such mixtures.

6. Vanilla sugar contains a soluble ingredient which promptly separates on adding to a batter, and does not in any way aid in mixing. If a more intimate mixture of the vanilla powder and the sugar were possible, the latter in dissolving would carry the flavor into the mass. * * *

7. Sample No. 1 (full extract) and sample No. 2 (part of alcohol recovered) were tried out for strength and flavor. The cooked products from No. 2 were only slightly inferior to those of No. 1.

Very truly yours,

HERMAN T. VULTE.

REVENUE RULING ON JAMAICA GINGER

We have received the following from the Deputy Commissioner of Internal Revenue at Washington:

"This office is in receipt of your communication of the 11th instant, requesting the status of an alcoholic solution of Jamaica Ginger.

"In reply, you are informed that on account of the extensive use of alcoholic solutions of ginger for beverage purposes, it has been deemed best to only permit the use of non-beverage alcohol in the manufacture of that alcoholic extract of ginger which is made in accordance with the process of the United States Pharmacopoeia.

"B. C. KEITH, Deputy Commissioner."

NON-ALCOHOLIC FLAVORING EXTRACTS.*

By Azor Thurston.

The Ohio law specifies eight methods by which a flavoring extract may be adulterated.

1. If any substance or substances have been mixed with it, so as to lower or depreciate or injuriously affect its quality, strength or purity.

2. If any inferior or cheaper substance or substances have been substituted wholly or in part, for it.

3. If any valuable or necessary constituent or ingredient has been wholly, or in part, abstracted from it.

4. If an imitation of, or if sold under the name of another article.

5. If it is colored whereby damage or inferiority is concealed, or if it by any means is made to appear better or of greater value than it really is.

6. If it contains any added substance or ingredient which is poisonous or injurious to health.

7. If the strength, quality or purity falls below the professed standard under which it is sold.

8. If it contains any methyl or wood alcohol.

The law also enumerates the different flavoring extracts that may be sold in Ohio and gives the standards for same as follows:

Name of Extract	Percentage by Volume of Volatile Oil
1. Almond, free from hydrocyanic acid.	1.
2. Anise	3.
3. Celery seed	3.
4. Cassia	2.
5. Cinnamon	2.
6. Cloves	2.
7. Ginger, the alcohol soluble matter of not less than 20 grams per 100 cc.	5.
8. Lemon	5.
9. Terpeneless Extract of Lemon. Not less than 2/10 per cent. citral.	2.
10. Nutmeg	5.
11. Orange	5.
12. Orange, terpeneless oil to correspond to orange	3.

*From the Midland Druggist and Pharmaceutical Review.

13. Peppermint	3.
14. Rose	0.4
15. Savory	0.35
16. Spearmint	3.
17. Star Anise	3.
18. Sweet Basil	0.1
19. Sweet Marjoram	1.
20. Thyme	0.2
21. Tonka, not less than 0.1 per cent. coumarin and a corresponding proportion of soluble matter.	
22. Vanilla, the soluble matter of not less than 10 grams of vanilla bean to 100 cc.	
23. Wintergreen	3.

All of the above flavoring extracts shall be a solution in ethyl alcohol of proper strength of a sapid and odorless principles derived from an aromatic plant, and shall conform in name to the plant used in its preparation.

It is noticeable that under the present law all flavoring extracts to be legally sold in Ohio must contain a certain percentage of alcohol.

In case the present proposed temperance bill becomes a law, the sale of such preparations will probably be limited to a very great extent, or confined entirely to registered pharmacists.

From a selfish standpoint this method of sale would be desirable; however, preparations of such universal use should be as easily obtained as common food products. This most undesirable difficulty of purchasing flavoring extracts could be obviated by the manufacture and sale of non-alcoholic flavoring extracts.

Alcohol has been universally used as a solvent in the manufacture of flavoring extracts from the earliest time, and to now change to some non-alcoholic solvent naturally disturbs the manufacturers and they simply say it cannot be done. Their objections are generally as follows:

First—There is no solvent that can be substituted for alcohol in the manufacture of flavoring extracts.

Second—The flavors are so delicate and easily oxidized that alcohol must be used to prevent their deterioration.

Third—That the customary method of using flavoring extracts would have to be so modified that the consumer would become very much dissatisfied, and, therefore, the sale of flavoring extracts would be diminished.

It appears that these objections are mostly if not altogether without foundation, for the following reasons:

First—Of the 23 permissible flavoring extracts, recognized by the Ohio law, all, with the exception of numbers 7, 20 and 21 are simply volatile oils dissolved in alcohol of a certain strength.

Volatile oils are very soluble or miscible in fixed vegetable and animal oils. Why not use the fixed oils mentioned as a substitute for alcohol? Olive, cottonseed and neutral lard oils are much cheaper than alcohol and as a further advantage they hold the aroma and flavor of the volatile oils much better than alcohol, which easily volatilizes, together with particles of the essential oils, and in so doing part of the flavor is lost. The fixed oils hold the flavors and also act as a shortening, which must be added in some form in baking.

Some of the failures of parties attempting to manufacture non-alcoholic flavoring extracts are due to attempting to dissolve or incorporate volatile oils with glycerin. This cannot be successfully done as all volatile oils are insoluble in glycerin. Mineral oils have been tried with poor results. Mineral oils do not saponify and are not useful in shortening.

The flavoring extract, not being a volatile oil dissolved in alcohol, mostly used is or contains vanilla in some form and often mixed with tonka. A method of preparing of such extracts follows:

NON-ALCOHOLIC EXTRACT OF VANILLA OR TONKA.

Vanilla or Tonka beans, finely powdered..... 100 grams
Vegetable (fixed) or Animal Oil..... 1000 grams

Add the finely powdered vanilla or tonka to the oil and heat on a water bath for 30 minutes at 70 to 80 degrees C., agitating from time to time while heating. Cool, and strain through a felt oil strainer.

Care should be taken not to heat above the temperature mentioned or some of the aroma will be lost. If not heated the vanillin or coumarin will not go into solution in the oil, or at least very slowly.

Artificial flavors of vanillin and coumarin should be heated, the same as in preparing the extract from the beans, to expedite the solution. After vanillin or coumarin is once dissolved in the oil, by aid of heat, they will remain in solution up to 2 to 2.5 per cent, which is over ten times as much of the substances as would exist in the extracts prepared from the beans.

Second—Fixed vegetable and animal oils are the best known preservatives for volatile oils, and are used legitimately in small quantities, to prevent oxidation of essential oils.

Third—By the preparation of flavoring extracts as has been suggested, the consumer will use the same amount as when using the alcoholic extracts, so there will be no disturbance along that line.

As oil extracts will not be miscible with water or syrup there will naturally arise complaints from the dealers who serve cheap sodas. All dealers serving high grade sodas use natural fruit juices and syrups, and therefore, would not be disturbed.

Would not the enactment of a law providing for non-alcoholic extracts stimulate the manufacturer to research that would enable him to devise methods for making non-alcoholic water soluble flavoring extracts to meet the requirements in all cases?

Finally, fixed oil flavoring extracts do not have an odor in proportion to their strength in comparison to the volatile alcoholic extracts, and should not be condemned on that account; however, any person using lemon or other extracts prepared with fixed oil will find the flavor imparted to the food products much stronger than when using the alcoholic preparations.

"The proof of the pudding is in the eating of it."

SODA WATER FLAVORS MANUFACTURERS.

W. F. Meyer, of St. Louis, president, and Thomas E. Lannen, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have been very active this month in looking out for the interests of the members. Secretary Lannen has collected information about the bills introduced in all of the legislatures, and has transmitted it promptly to the members, giving additional bulletins regarding the progress of bills and pointing out their good or bad features.

Exports of Flavoring Extracts

Exports of flavoring extracts from the port of New York in February of this year were as follows: To Norway, \$250; Portugal, \$110; England, \$265; Bermuda, \$515; Guatemala, \$33; Honduras, \$10; Nicaragua, \$36; Panama, \$2,136; Salvador, \$184; Mexico, \$1,229; Newfoundland, \$187; Jamaica, \$777; Trinidad, \$49; British West Indies, \$494; Cuba, \$3,839; Danish West Indies, \$62; Dutch West Indies, \$111; French West Indies, \$5; Haiti, \$851; San Domingo, \$59; Argentina, \$133; Bolivia, \$64; Brazil, \$2,278; Chile, \$448; Colombia, \$664; Ecuador, \$10; British Guiana, \$513; Peru, \$2,783; Uruguay, \$29; Venezuela, \$985; China, \$1,075; British India, \$487; Japan, \$1,009; New Zealand, \$2,523; Philippine Islands, \$1,903; Belgian Congo, \$21; British West Africa, \$450; British South Africa, \$2,108; French Africa, \$300; total, \$28,975.

Information in Other Departments.

Readers of the FLAVORING EXTRACT SECTION are advised that items of interest to them may be found in our Trade Notes pages, as well as in Patents and Trade Marks, and other departments of THE AMERICAN PERFUMER.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

STATE.

Maine.

We have received from Charles D. Woods, Sc.D., director of the Maine Agricultural Experiment Station at Orono, copies of Bulletins 274 and 275. The bulletins tell of the progress made in various investigations conducted during last year and give abstracts from papers not included in the series of bulletins. The financial statement of the station indicates that it has been doing extremely good work on its resources.

Pennsylvania.

No. 12 of Volume 16 of the monthly bulletins issued by James Foust, Pennsylvania Food and Dairy Commissioner, is at hand. It shows the accustomed activity that has characterized Mr. Foust's administration.

South Dakota.

The eighteenth annual report of the Food and Drug Commissioner of South Dakota is received, through the courtesy of Guy G. Frary, M. S., who has administered the office for the last six years with benefit to the taxpayers and public, as well as with credit to himself. As showing that Dr. Frary is administering the law with common sense it is noticeable that practically all of the offenders rounded up by his inspectors pleaded guilty. The amount of foodstuffs condemned ran into the ton region. Considerable quantities of drugs also suffered confiscation. Many analyses were made of food products. All of the flavoring extracts examined were passed. Many other products did not.

DOMINION OF CANADA

We have received from A. McGill, Chief Analyst of the laboratory of the Department of Trade and Commerce, Ottawa, the following recent bulletins: 416, Coffee and substitutes; 418, Cocoa; 419, Water glass; 421, Flour substitutes.

A Real Optimist.

"That baldheaded man who just went out is the greatest optimist I ever met," said the Druggist.

"That so?" asked the Customer.

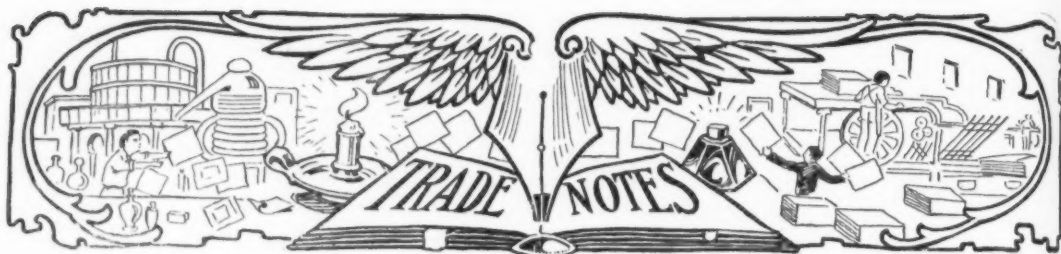
"Yes," replied the Druggist. "When I guaranteed my brand of hair restorer he bought a bottle and bought a comb and brush because he figured he'd need them in a few days."—*Cincinnati Enquirer*.

The Perfumer Highly Appreciated.

(From Mr. E. E. Wade, Wade Extract Co., Flavoring Extracts, East Orange, N. J.)

That famous and well respected phrase "Enclosed please find" is herein used as a starter for this combination of clauses used to tell you that I want to take advantage of your liberal offer; another year of THE AMERICAN PERFUMER, a periodical highly appreciated by myself.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.



The Ponce De Leon Perfume Co., Jacksonville, Fla., T. C. Imeson, manager, has favored us with a box of sprays of orange blossoms fresh from the groves of the sunny South. Those of our friends who have never seen fresh orange blossoms and who wish to note the minute globules of oil of neroli in the petals of the flower, are invited to call at our sanctum.

The solicitation of subscriptions to the Victory Loan in the boroughs of Manhattan and the Bronx, New York City, has been assigned by the General Trades Committee, to Mr. Northam Warren of the Northam Warren Corp., New York, the well known manufacturer of Cutex manicure preparations. Mr. Warren has appointed the Editor vice chairman and P. B. Roura, secretary of the committee, and has secured the co-operation of the following gentlemen who will serve with him: Maurice Levy, New York, sub-chairman for the perfume and toilet preparation section; G. A. Pfeiffer of



NORTHAM WARREN.

Richard Hudnut, Inc., New York, sub-chairman for the soap section; C. H. Thomsen, of Gibson & Thomsen, New York, sub-chairman for the brush section; and Roland H. Smith, of A. H. Smith Co., C. M. Baker, of Pond's Extract Co., Frank M. Prindle, of Frank M. Prindle & Co., Herbert Roystone, A. G. Shoppach, of Daggett & Ramsdell, New York, and Emile Utard, of Ed. Pinaud.

Mr. Warren entertained his fellow members of the committee at luncheon at the Hotel Astor on the 19th inst., at which time the plans for a quick and intensive campaign were mapped out. The terms of the loan were carefully gone over, and the secretary, Mr. Roura, who is connected with the Equitable Trust Co., emphasized the features that will appeal to the business men who will be visited by the committee.

Mr. Warren is fortunate in having on the committee the chairman of a former committee and several members that have served in previous loan campaigns.

Dr. Frederick A. Marsek, who had been connected with the Klinker Mfg. Co. for some time, is now in charge of the manufacture of face cream, etc., for the United Drug Co., Boston, Mass.

Perfume and soap manufacturers, particularly in the Middle West, will be interested to learn that Mr. Joseph DeLorme and Mr. Ernest Holman have combined to form the DeLorme-Holman Co. Mr. DeLorme is president, and Mr. Holman is secretary and treasurer.

Mr. DeLorme needs little introduction to the buyers of raw materials, as he has been for some time representing such firms as Geo. V. Gross & Co., and Chas. V. Sparhawk, Inc., New York, in the Chicago territory. Mr. Holman for twenty years was connected with the Holman Soap Co., as a member of the firm and chemist, and was



JOSEPH DELORME.



ERNEST HOLMAN.

formerly president of the Perfumery, Soap and Extract Association of Chicago.

The business of the corporation will consist mostly in products from abroad, and dealing in and distributing essential oils and chemicals and other raw materials for soap makers and perfumers. During the past two years Mr. DeLorme has done a considerable importing business, principally with English firms. The company is now negotiating with several European firms for exclusive representation in the United States and Canada.

Mr. A. L. Van Ameringen, the progressive synthetic importer, has been appointed a member of the Holland Committee of the Victory Loan in New York. He has taken out his first naturalization papers, as just sufficient time has elapsed since he came to this country to enable him to do this.

Mr. Robert R. Gerstner, who, before his enlistment in the United States Army, was perfumer and chemist for Crusellas & Company (Compagnia Nacional de Perfumeria S. A.) of Havana, Cuba, is now manager and manufacturing chemist for Oil Products Company, Inc., 50 Union Square, New York City.

Mr. Addington Doolittle has accepted a position as consulting perfumer for Meyer Brothers' Drug Co., St. Louis. Mr. Doolittle has had wide experience in the perfume industry, having been lately perfumer and sales manager for the Marinello Co., Chicago, and previously held responsible positions with the United Drug Co., Boston; Nelson Baker & Co., Detroit, and the Mme. Ise-Bell Toilet Mfg. Co., Chicago.

He is one of the incorporators of the Edward T. Beiser Co., New York, and the secretary, treasurer and general sales manager. His headquarters in this connection will be at the Republic Building, State and Adams streets, Chicago, where he will welcome his many friends.

The Edw. T. Beiser Co. was founded three years ago by Mr. Edw. T. Beiser at Detroit, and its rapid growth necessitated moving to New York about six months ago. Mr. Beiser has established a "Friendly Service" policy, and the rapid growth of his business indicates that he is evidently following his excellent plan.

Mr. P. W. Milbrat, whose photograph appears herewith, is in charge of the Commonwealth Products Corporation's offices at 189 West Madison street, Chicago, Ill.

The Commonwealth's many friends in the Western territory know Mr. Milbrat very well, and the results of his work tend to show that his calls are appreciated.

After a somewhat varied career as a salesman for several different concerns and products, Mr. Milbrat started in with the Commonwealth Products Corporation more than four years ago, and he is to be congratulated on his splendid showing up to date.



P. W. MILBRAT.

The Heekin Co., of Cincinnati, Ohio, is a familiar name to many of our readers, some of whom may not have known there have been two Heekin companies. Now there is only one, the Heekin Company. In other words a combination has been effected recently by the Heekin Spice Co. and the James Heekin Co. The personnel of the old companies has not been disturbed to any considerable degree and the merger makes possible centralized management and financial strength, which means increased efficiency and greater benefits to the Heekin customers. The business in the future will be conducted in three departments: Flavoring extracts and spices, coffee and tea, baking powder. Each department is a completely organized business in itself, but enjoying the advantages of being part of a substantial company.

Mr. J. P. Yoder, formerly special examiner of the Federal Trade Commission, was sworn in today as secretary to the commission to succeed Mr. Leonidas L. Brackon, who resigned recently to resume the practice of law. Mr. Yoder left the commission in February, 1918, being commissioned a captain in the army Sanitary Corps. He recently returned from service in France.

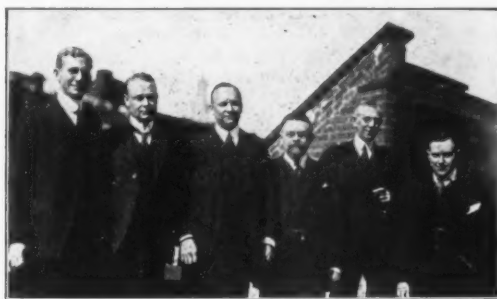
Mr. B. H. Harrison, a flavoring extract chemist of national reputation, formerly located in Chicago, and until recently lieutenant in the United States Army, is now superintendent of the Elmhurst, L. I., plant of E. R. Durkee & Co., New York.

Riera, Roche & Co., S. en C., is the new style of the Cuban soap factory, "La Nacional" in Matanzas, Cuba.

The genial group that assembled on the roof of Rockhill & Vietor's Building, 22 Cliff street, New York, was snapped by the Editor, and is submitted herewith to an interested audience. Mr. Carl L. Vietor, the senior member of the firm, was unable to be present as he is now in the Orient, but is expected back about May 15.

Rockhill & Vietor have long been American agents for Bertrand Freres, Grasse, France, makers of natural perfume raw materials, and have been appointed agents also for N. V. Chemische Fabriek Naarden, Bussum, Holland, makers of synthetic aromatic chemicals and essential oil derivatives.

Dr. W. A. van Dorp, commercial manager of the com-



1—E. W. BOWMAN 3—GEO. F. VIETOR, JR. 5—W. W. DEFREES
2—DR. W. A. VAN DORP 4—P. R. DREYER 6—H. HERSCHEMAN

pany, who is now on a visit to this country, was induced to join the group, and he has requested us to say that he has been tremendously impressed by the energy shown in American business life. He returns to Holland on the *Rotterdam*, sailing April 23.

Mr. Geo. F. Vietor, Jr., recently entered the business, and his wide commercial training has enabled him to obtain a ready grasp of the business. He and Mr. Herschmann, general manager, sign for the firm.

Mr. P. R. Dreyer and Mr. W. W. DeFrees are recent additions to the essential oil department. Mr. Dreyer was connected with Ungerer & Co. as special representative for ten years, traveling in the East and the Middle West, and Mr. DeFrees was employed with Innis, Speiden & Co., New York, for twelve years, giving principal attention to the inside management of the essential oil department.

Mr. Bowman, who is well known to our readers, is the third member of this department.

The firm's building has lately been completely renovated, and the third floor will be devoted to the essential oil department. Here a well equipped laboratory has been installed, and is in charge of a competent chemist. All in all the firm has devoted the reconstruction period to ample preparation for the peace demands of the industry, and is now making considerable additions to its clientele.

We have received from Grasse a memorial pamphlet devoted to biographical notes of Mr. Augustin Merle, late joint proprietor of Bruno Court, Grasse, France, born 1848, died 1918.

In addition to these biographical notes, which were written by Mr. Ed. Imbert, a prominent newspaper editor of the Alpes Maritime region, are the discourses that were rendered at the obsequies. Mr. Merle was held in very high esteem by his fellow citizens, and his many friends in this country will be pleased with this permanent record. An excellent halftone reproduction of a recent photograph is included.

An Ivorydale (Procter & Gamble) engineer, Captain E. N. C. Rogers, Q. M. C., moved into Germany with the United States Third Army. He has been stationed in the Moselle and Rhine valleys with the Fourth Corps Motor Supply Train and under the military recreational scheme Captain Rogers has taken large parties of technical troops for steamer trips down the Rhine. The British area of occupation is reached after passing historic Rolandseck and the towering Drachenburg; occasionally a landing is made at Bonn. During his service in France Captain Rogers had an opportunity for a brief visit to the Salvage Soap Plant operated by the Quartermaster Department near Tours. The little factory was being put on a productive basis by that enthusiastic young officer, Lieut. Chambers, Q. M. C.

It is interesting to note that in the region from St. Goar to Coblenz, which Captain Rogers traverses, there are historic associations. On the high cliffs of the Rhine, are two large castles, Liebenstein and Sterrenberg, associated with the legend of the two "hostile brothers," the younger of whom plays the part of Cain, and, after twenty years of aimless wandering, returns to do penance on the very spot where the crime was committed. From the ruins may be seen haughty Marksburg and beautiful Boppard, where six small valleys meet. Facing each other, on opposite banks of the Rhine just above Coblenz, are the castles Lahneck and Stolzenfels. The last-named was rebuilt by King Friedrich Wilhelm IV, who frequently used it; a more recent owner was the former Kaiser Wilhelm II. Across the Rhine in face of Coblenz is Ehrenbreitstein Fortress, 385 feet above the river, its present massive structure dating from 1816-1826. At Urmitz, a mile downstream from Coblenz, Julius Caesar built a bridge in the year 55 B. C., and described it for the vexation of generations of school boys in his Commentaries (Book IV, Chap. 17). One of his latest victorious successors on the Rhine, the Commander of the American Army of Occupation, now makes his headquarters at Coblenz.

Alfred I. du Pont, of Wilmington, Del., has organized a \$12,000,000 corporation to take care of the import and export trade of this country. The Nemours Trading Corporation, as the new organization is known, has been formed for the purpose of taking over the French-American Constructive Corporation, the Allied Industries Corporation, a New York firm, and the Merchants and Manufacturers' Exchange of New York, owners of the Grand Central Palace. Branch offices of the corporation have been established at London, Paris, Manila, Buenos Aires, Rio de Janeiro, Santos, Sao Paulo, Demerara, Surinam, Jamaica, Trinidad, Barbados, St. Lucia, Grenada and St. Vincent. Other offices will be established. Mr. du Pont, who will

personally direct the work, will consider carefully the matter of European payment for merchandise. Associated with the Nemours Trading Corporation will be Banbright & Co., international bankers of New York.

Van Dyk & Co., manufacturing chemists, 4 and 6 Platt street, New York, of which company Mr. S. Isermann is general manager, has sent out a referendum to the trade on the subject: "Shall the American chemical industry in general, and the organic chemical line in particular, continue to exist as a truly American industry, or shall we return to Germany the power and the control which she possessed previous to the war?" Postcards were enclosed for the replies and the results were along the line to be expected from patriotic firms. Van Dyk & Co., as we have before stated, went into the war for the American Government without the slightest reservation and only recently has been getting back into full swing on a peace basis.

Heyden Chemical Works, one of the largest concerns of its kind in the country, which was German-owned before its seizure by former Alien Property Custodian Palmer, was sold on March 27 to Allan A. Ryan for \$1,500,000. Director of Sales, Joseph F. Guffey, disposed of 747 shares of stock of the par value of \$200 in this company. The sale was held at Garfield, N. J., where the principal plant is located.

The F. N. Burt Co., Ltd., paper box specialist, Buffalo, N. Y., of which Miss Mary R. Cass is the manager, does many things to increase the efficiency of its employees and add to the general betterment of both plants and products. The 1918 Honor Roll has just been issued. It contains the names of twelve employees, one a woman, who have effected improvements in machinery, economies or in other directions, two being for safety devices. In the eight years that this system has been in effect 101 employees have gone on the Honor Roll. Every one, of course, has been rewarded otherwise, but the Honor Roll serves as an encouragement to others and gives general credit to the originators of new and practical ideas. It is worth emulating in other establishments.

Pictorial Soap Co., Cincinnati, Ohio, has received two orders recently from the Knights of Columbus for 2,000,000 cakes of toilet soap. Each cake will bear the war emblem of the Knights of Columbus and a label with the inscription: "Compliments of the Knights of Columbus." The process for making the labels is patented and the company makes the claim that the labels are insoluble and permanent. The label certainly does last to the end of the cake. A large part of the big order will go to soldiers of Gen. Pershing's army who are still overseas, while the remainder will be used for the benefit of the men in the army and navy in this country.

In our last issue we announced the incorporation of the Trece Laboratories, Bronx, New York City. Since then it has taken over the Gournay Laboratories.

The Phoebe Snow Laboratories, Inc., 241 West Twenty-third street, New York, which filed a bankruptcy petition on March 5, as reported in our last issue, has been purchased by the DuPont-Young Corporation, of 198 Broadway, New York, and Boston, Mass.

It will be of interest to the trade generally to follow the quite unusual progress which has been made by the firm of Fries & Fries since starting in business only a little more than four years ago.

On January 1st, 1915, this firm was organized by George G. and Robert G. Fries, both young men, for the manufacture of synthetic flavors and kindred articles.

Quarters were obtained at 121-23 West Third Street, Cincinnati, but it was soon found necessary, in order to serve the trade to the best advantage, to open an office

for future success is exceedingly bright. Such commercial chemicals as methyl acetate, ethyl acetate and amyl acetate; also pyroxylin solutions and thinners of all descriptions are being manufactured, in addition to flavors, caramel coloring, etc. Their line of perfumers' raw materials and synthetic chemicals has been added to and improved to such an extent that it has become necessary to devote a very large space to the manufacture of these products.

Mr. George L. Ringel, representative for Fritzsche Brothers, New York, for Ohio and the middle West, as well as for S. B. Penick & Co., also of New York, paid one of his too infrequent cheery visits to this office recently.

The accompanying photograph, which was snapped recently by the Editor, shows several of the buildings of the Standard Chemical Company's plant at Bayonne, N. J. The property covers an entire square block and cannot easily be shown in a single view.

This enterprise was started in 1908 for the manufacture of cable insulating materials. In 1909 the plant and laboratory were placed in charge of Dr. Martin Szamatolski, a chemist of ample training and wide experience, who developed the business very greatly and who in 1913 be-



PLANT AT YONKERS.

and warehouse in New York, which was accordingly done at 242 Pearl Street. Through the most up-to-date methods, the business grew by rapid strides. During the latter part of 1916, the line of manufacture was broadened to include perfumers' raw materials and synthetic chemicals, which, from the very beginning, met with a most liberal response on the part of the trade.

Immediately after the United States entered the European conflict, all of the energies of this house were turned toward the needs of the Government. Many thousands of cases of flavoring extracts were turned out from the Cincinnati plant for the Quartermaster's department, and in November, 1917, an entirely new plant in Cincinnati was equipped for the manufacture of methyl acetate for the United States and Allied Governments, methyl acetate being a solvent used in the aeroplane industry for waterproofing and fireproofing of the wings. It was soon found that this plant could not take care of the large demands being made for this product, and in May, 1918, a very commodious factory, located at 143 to 159 Woodworth Avenue, Yonkers, New York, was purchased and equipped



PART OF THE STANDARD CHEMICAL CO. PLANT.

gan the manufacture of synthetic perfumery materials. Up to the present time the articles they make comprise the following: Terpeneol, benzaldehyde, benzoic acid, benzyl alcohol, benzyl acetate, benzyl benzoate, benzyl chloride, benzoyl chloride, phenylethyl alcohol, phenylacetaldehyde, diphenyloxide, cinnamic acid, cinnamic acid compound, bromstyrol and musk xylol.

Dr. Szamatolski is a graduate of the University of Berlin, and also the Polytechnicum of that city. He came to the United States in 1903 and engaged in the manufacture of dye stuffs, dry colors, etc., and his experience was thus very wide in the manufacture of products closely allied to his present line. For a number of years he has been chemical expert for the Labor Department of the states of New Jersey and Pennsylvania, and drew up the regulations governing manufacturing conditions in chemical factories to provide for the safety of the workers employed in the plants. This required, of course, very wide knowledge of the products made, and also the conditions governing their manufacture so that the regulations while protecting the workers would at the same time permit of proper conditions from the manufacturers' point of view.

The sale of the company's products is entirely in the hands of John D. Lawson & Co., Inc., 14 Cliff street, New York City.



PLANT AT CINCINNATI.

for similar work. A few months later a third plant for the same purpose was constructed at 1501 to 1513 West Sixth Street, Cincinnati, Ohio, and during the remainder of the period of the war, the entire capacity of these three plants was devoted to war purposes, being continually operated twenty-four hours a day and seven days a week.

The capacity of these plants has, of course, now been returned to regular commercial channels and the outlook

Andrew Jergens Co., manufacturer of soaps, perfumes, etc., in Cincinnati, Ohio, has filed a petition in the Federal court in Trenton, N. J., asking that William A. Woodbury, of New Jersey, be restrained from manufacturing and selling soaps and kindred articles similar to those sold at one time by John H. Woodbury and the John H. Woodbury Dermatological Institute and containing a patented trade-mark as well as for an accounting by the defendant and the paying to the plaintiff of money alleged to have been lost by it by any infringement upon the patent by the defendant.

It is asserted in the complaint that prior to January 29, 1909, John H. Woodbury and the John H. Woodbury Dermatological Institute manufactured soaps, creams, powders, etc., and had the exclusive right to make and sell these dermatological articles, and that the word "Woodbury" had been designated as a trade-mark prior to the date mentioned above, as well as a peculiar arbitrary mark, consisting of a necklace representation of the head of John H. Woodbury, enclosed in a circle. It is declared big sales of the Woodbury goods were made prior to January 29, 1909, and that large sums of money were spent in advertising the goods.

The plaintiff alleges that about August 20, 1889, the head necklace had been patented in Washington by the Woodburys, and that \$250,000 had been expended annually in advertising the products containing the patented trade-mark. It was also said that the good will and business of the Woodburys had been built upon under the trade name to the extent of \$100,000.

It was asserted by the plaintiff that about March 8, 1913, it acquired the rights, title and interest that the Woodburys had in the necklace head trade-mark, and that the plaintiff received the exclusive right to handle the Woodbury dermatological goods. The plaintiff also claims that the defendant has been operating in New Jersey and other States continuously in selling products similar to those of the Woodburys, using the necklace head trade-mark and thereby infringing on the rights of the Cincinnati concern, and that the defendant has obtained large sums of money that would have come to the Jergens Company.

Atlanta has been made headquarters for the distribution of the products of Colgate & Co. in Florida as well as Georgia, and the Florida office will be moved to Atlanta in the autumn, according to an announcement made by Mr. C. L. Fox, sales manager for the State of Georgia. Mr. Fox will have charge of the sales of Colgate's toilet goods in Georgia and Florida, while Mr. A. E. McCann, present Florida manager, will direct the sales of laundry soaps and powders in the two States. The Atlanta offices are at 1316 Hurt Building.

Among others the following have been elected recently as members of the New York Merchants' Association:

Prindle, Frank M. & Co., Frank M. Prindle, 71 West Thirty-fifth street—importers of perfume and soap.

Monsanto Chemical Works, A. C. Robertson, 12 Platt street—technical, medicinal and fine chemicals.

International Purchasing Bureau, Harry B. Bergere, 203 East Fifteenth street—exporters-importers.

Verdict of \$15,000 damages was awarded by a jury in circuit court at Tampa, Fla., April 1, in the case of the Royal Palm Soap Company vs. the Seaboard Air Line

Railway. The suit was due to the destruction by fire of the plant of the soap company several years ago, the plaintiff claiming that the fire started from a spark from a locomotive.

Utica Flavor and Extract Co., Utica, N. Y., has increased its capital stock from \$20,000 to \$24,000.

March 25, when the victorious Twenty-seventh Division paraded in New York, was a general holiday. By agreement, the following essential oil firms did not open for business: Dodge & Olcott Co., Antoine Chiris Co., Jas. B. Horner, Inc., George Lueders & Co., J. Manheimer, Ungerer & Co., W. J. Bush & Co., Heine & Co., Orbis Products Trading Co., Inc., Magnus, Mabee & Reynard, Inc., Rockhill & Vietor, Arthur A. Stilwell & Co., Fritzsche Bros. and Hymes Bros. Co. Many other firms also closed and downtown Manhattan was like a Sunday in a snowy mid-winter so far as the few persons who went there could see.

Mr. George Lueders, president of George Lueders & Co., New York, with Mrs. Lueders, has started on a six weeks' pleasure trip to California.

The silver wedding anniversary of Mr. and Mrs. Francis Xavier Dietlin was celebrated at Hotel Brevoort on April 19 by the five survivors of Mr. and Mrs. Dietlin's wedding ceremony. Beside the happy couple one of the survivors is Mr. I. W. Mead, of H. W. Henning & Son, drug and chemical brokers of 80 Maiden Lane, New York, who was Mr. Dietlin's best man at the wedding. We join with the many friends of the happy couple in extending to them our congratulations and best wishes, and hope that they will celebrate their golden anniversary in good health. Mr. Dietlin sails for France on the *Canopic* April 22.

Mr. John F. Queeny, of the Monsanto Chemical Works, St. Louis, who has been abroad for some six weeks on business and in connection with necessary war-time business readjustments, has returned. He was met in New York by Mrs. Queeny.

Mr. Jesse L. Hopkins, president of J. L. Hopkins & Co., has returned from a business trip which included visits to St. Louis, Atlanta, Chattanooga, Cleveland and Pinehurst. While at Pinehurst Mr. Hopkins was taken ill and confined to his bed for a week. He has entirely recovered and reports a successful trip.

Mr. W. J. Woodruff, of Detroit, secretary of the American Drug Manufacturers Association, who was ill with laryngitis during the convention here recently, has recovered his usual good health.

Owing to the demands of a constantly expanding dye-stuff business, the National Aniline & Chemical Company, Inc., has arranged to erect a four-story office building at 15-17-19 Burling Slip, directly adjoining their present New York office building, at 21 Burling Slip. The present structure, a ten-story building devoted to the sales and executive offices of the company, will be continued as such. Until the new addition is ready for occupancy, the drug, chemical and special products departments will occupy the third floor at 28 Burling Slip.

Miss A. Lawrence Campbell has been elected secretary of the Oxzyn Co., New York. This office marks a new step in the advancement of Miss Campbell in the rouge and compact powder manufacturing industry, as she was one of the early workers in this field, and a few years ago joined the forces of the Oxzyn Co. If Miss Campbell had been favored by nature with membership in the sterner sex, she could now be called a "hustler," but she is nevertheless the feminine equivalent of this desirable type, without having lost any of her femininity.

Francis Talmadge Dodge, treasurer of Dodge & Olcott Co., New York, sailed April 15 on the *Caronia* for England, where he will take charge of the company's branch in London.

Mr. Arthur Olcott Booth, second vice-president, who has had charge of the English branch for eight years, returned to New York recently.

The Commonwealth Products Corp. is now installed in its new and commodious quarters at 366 Fifth avenue, New York, where friends in the trade are invited to call. The works at Elizabeth, N. J., are now in full operating condition.

Mr. S. Woodson Hundley, New York representative of the Stanley Mfg. Co., Dayton, Ohio, has changed his address to 202 West 92nd street. Phone: Riverside 9830.

Mr. Edwin H. Burr, general manager of the American branch of Roure-Bertrand Fils, Grasse (A. M.), France, 18 Cedar street, New York, favors us with a comprehensive "three months at a glance" calendar which covers the current year and laps over into January, 1920.

Mr. Joseph Magnus, of Magnus, Mabee & Reynard, Inc., New York, is back at his desk, having been mustered out from the Naval Aviation service at Pensacola, Fla., where he was quartermaster.

Mr. B. Elson, of Elson & Brewer, New York, who has been ill for several months in France, is now reported to be in much better health, and sailed for home on the *Touraine* April 12 with Mrs. Elson and their son.

P. B. Gast Soap Co., of Grand Rapids, Mich., has purchased a corner property at Lexington avenue and Bowery street, which it will remodel to take care of increased business.

Mr. C. A. L. McLarty, who has just been mustered out from the Canadian Army, has been appointed Canadian representative of the special products department of the National Aniline & Chemical Co., New York, and will make his headquarters in Toronto. Mr. McLarty has had valuable experience in the manufacture of perfume and toilet preparations, and should be able to handle this line to good advantage.

Mr. Joseph Plaut, president of Lehn & Fink, wholesale druggists of New York City, and Mrs. Plaut have returned from a long trip to the Pacific Coast.

Mr. Edward Plaut, vice-president of the company, recently submitted to an operation for appendicitis.

Col. Austin Colgate, of Colgate & Co., New York, has been elected vice-president of the Manufacturers' Council of the State of New Jersey.

Mr. Benjamin F. Hayes is back at his job as perfumer for John Wanamaker. He was in the United States Navy.

Lehn & Fink, Inc., manufacturing chemists and wholesale druggists, have sold the buildings they have occupied for several years, at 118-C120 William street, and 79 John street, New York, and have completed negotiations for the immediate erection of a new six-story building for their exclusive use, on property they have purchased at the northeast corner of Greenwich and Morton streets, and abutting property on Barrow street, a combined plot of about 22,000 square feet. The new building will give them three times their present space.

The downtown section of New York from which Lehn & Fink will move, formerly known as the chemical district, is being rapidly invaded by insurance interests, and has become so crowded with office buildings that they have decided to go a little further uptown into the less crowded district, where there is room for the expansion. The firm of Lehn & Fink is now in its forty-sixth year of business.

Bulletin No. 11, of the National Wholesale Druggists' Association, issued by Secretary Holliday, features an analysis of the revenue law of 1918, and a statement of the probable regulations of the Treasury Department in regard to the enforcement of the narcotic sections of that measure.

Monsanto Chemical Works of St. Louis, have purchased the four-story building at 12 Platt street, New York. It is the intention to remodel the building and move the firm's New York branch there by May 1. It is said that the property is valued close to \$35,000. It has moved its general offices to the new \$200,000 three-story building just completed at Second and Lafayette avenues.

A 10 per cent. tax on the retail price of all cosmetics, hair dyes, etc., sold in Missouri, is provided for in a series of bills introduced in the Missouri Legislature recently. The collection of this tax, which it is estimated would yield several million dollars revenue annually, is to be placed in the hands of the State Food and Drug Commissioners.

Second Lieut. Harold Rosengarten, formerly with the Powers Weightman, Rosengarten Co., Philadelphia, has returned to civil life, after repeated and only partly successful efforts to see service. Overweight, he went through training as a guard at Hog Island and then in the South. He then obtained a commission in the Remount Division of the Quartermasters' Department, but the armistice made futile his effort to get overseas.

The Greek Chamber of Commerce of Alexandria, Egypt, desires to receive catalogues and samples from chambers of commerce and firms in the United States, in order to acquaint its members with American products. All communications should be addressed to Greek Chamber of Commerce, 19 Rosette street, Alexandria, Egypt.

Americanization in the industries will be given special consideration on the second day of the three-day conference of Americanization specialists and workers in Washington, May 12-15, under the auspices of the Interior Department. After a program of speeches the subject will be thrown open to discussion on the floor with a view to working out the best method of furthering Americanization work.

Mr. Walter E. Rowley, assistant secretary of the National Aniline & Chemical Co., sailed April 5 on the *Baltic* on a business visit to France and England.

Mr. John Neumann, manager of the Chicago branch of the Special Products Department of the National Aniline & Chemical Co., was a visitor to the home office.

Mr. W. C. Neilly, who is in charge of the New England district for the Special Products Department, with headquarters at Boston, was also in the city.

Col. William Cooper Procter, president of the Procter & Gamble Co., which has soap plants in Cincinnati, Port Ivory, Staten Island, N. Y.; Kansas City, Macon, Ga., and Hamilton, Ont., announced to employees of the company at the recent sixty-third semi-annual profit-sharing dividend day celebration that the company would put the workers on an actual eight-hour day, give them a substantial increase in wages and allow them representation on the board of directors. Colonel Procter declared that representation of employees on a board of directors was without precedent in the United States.

During the year 2,375 employees of the company participated in the profit-sharing plan, under which they were paid \$396,990 in dividends and \$90,350 in stock, a total of \$487,340. In addition \$25,738 was paid to 689 employees during the year for sick benefits and \$22,923 to estates of twenty-two employees who died.

The \$5,000,000 of 7 per cent serial gold notes of the company falling due on March 1 were paid in cash. The notes are a part of an issue of \$25,000,000 sold a year ago, and they mature one-fifth annually up to and including 1923. They were issued to take up bank loans of \$18,500,000 and for other corporate purposes.

The company has leased an entire floor in the Security building, Kansas City, Mo. The area is about 5,000 square feet. District managers and a large clerical force will be installed and about thirty salesmen will travel out of the new office.

"Pebeco," an enemy-owned trade-mark name for a well-known tooth paste, together with the German interest in a contract between P. Beiersdorf & Co., Hamburg, Germany, and Lehn & Fink, New York, will be offered for sale on April 22, 11 a. m., to the highest bidder at the Bureau of Sales, Alien Property Custodian, in room 524, 110 West Forty-second street, New York. The contract rights of Lehn & Fink are not involved in the sale and will continue in force.

At the annual meeting of the Roessler & Hasslacher Chemical Co., held on March 4, the following officers were elected: Jacob Hasslacher, president; Franz Roessler, vice-president; Dr. H. R. Carveth, second vice-president; George E. Warren and Edward S. Schenck, all of the preceding

being directors; Paul Mausloff, secretary; Louis Ruhl, assistant secretary, and Sam Rigney, assistant treasurer.

Mr. and Mrs. Oscar O. Brown celebrated their silver wedding anniversary on April 18 with a dinner and theatre party, attended by their daughter, Mr. and Mrs. A. L. Coleman, of Chicago, and several intimate friends.

Mr. Coleman is a brother to Mrs. Brown, and he and Mrs. Coleman attended the Brown nuptials at Plattsmouth, Neb., in 1894.

Mr. Brown is head of the raw material importing corporation bearing his name.

Heartiest congratulations!

Mr. John Walsh, of Wisconsin, first chief counsel of the Federal Trade Commission, has resigned that post to resume the private practice of law in Washington. He was unable longer to make the "pecuniary sacrifice incident to government service."

NEW BOOKS AND PUBLICATIONS.

THE HANDBOOK OF CHEMISTRY AND PHYSICS, 7th edition, 1919, published by the Cleveland Rubber Co., Cleveland, Ohio.

We are in receipt of this excellent handbook consisting of 533 pages and index, size $4\frac{1}{4} \times 6\frac{3}{4}$ in. bound in flexible leather. This is a ready reference pocket book of physical and chemical data combined from the most recent authoritative sources, by Charles D. Hodgman, B. S., Department of Physics at Case School of Applied Science, assisted by Melville F. Coolbaugh, M. A., Department of Chemistry at Colorado School of Mines, and Cornelius E. Senseman, M. A., Department of Chemistry at Case School of Applied Science. The book includes Mathematical Tables; General Chemical Tables; Properties of Matter; Heat; Hygrometric and Barometric Tables; Electricity and Magnetism; Light; Miscellaneous Tables; Definitions and Formulae; Laboratory Arts and Recipes; Photographic Formulae; Measures and Units; Wire Tables; Apparatus Lists; and Problems. The price is \$2.50, which is credited to the accounts of customers.

O. A. BROWN CO., INC., 101 Beekman street, New York City, importer, exporter and manufacturer of essential oils, synthetic and aromatic chemicals, perfumers' materials, etc., has issued its wholesale price list for March, containing twenty pages of quotations of the numerous products which it handles.

UNITED STATES TARIFF COMMISSION, Washington, D. C. —We have received the second annual report of this commission for the fiscal year ending June 30, 1919. It contains 118 pages of information relating to foreign and domestic tariff systems, with results of various special trade inquiries made during the year.

NEW INCORPORATIONS

Doctor Morgan's Fruit Extract Co., Newark, N. J., capital stock of \$50,000; to manufacture pharmaceutical, medicinal and other preparations, has been incorporated by Dr. L. G. Morgan and M. George Cassa, East Orange; S. H. McKean, Maplewood; Peter Maginni, Lyndhurst, N. J.

Blue Diamond Products Co., Manhattan Borough, New York City, soap and washing compounds; capital stock of

\$5,000, has been incorporated by W. D. Farrington, W. H. Brouwer, F. A. Hefferen, 154 Nassau street.

Imperial Brush Co., Inc., Manhattan Borough, New York City, brushes and toilet articles, \$50,000 capital stock, has been incorporated by A. Hostachy, G. Winckler, 308 West 94th street; T. M. Baruth, 452 Madison street, New York City.

W. B. Williams, Inc., Montclair, N. J., to manufacture toilet preparations, drugs, chemicals, pharmaceuticals and similar preparations; capital stock of \$300,000, has been incorporated by William B. Williams, Louis Haas and William Williams, Jr., all of Montclair, N. J.

National Sulfern Soap Co., Norfolk, Va., capital stock of \$200,000, has been incorporated by Harry R. Bybee, president; George R. Branner, secretary.

Chemical Toilet Corp., Syracuse, N. Y., manufacture chemical toilets; \$50,000 capital stock, has been incorporated by W. E. Jaquith, C. L. Carpenter, A. N. Ellis, Syracuse.

Bandor Olive Oil Co., Manhattan Borough, New York City, capital stock of \$15,000, has been incorporated by B. B. Katz, H. Von Bremen, H. T. Asche, 587 Riverside Drive.

United States Alkali Export Assn., Inc., to do a general import and export business, \$201,000 capital stock has been incorporated in Delaware by Horace Carroll, New York; Eugene M. Taylor, Summit, N. J.; Harvey M. Hooker, Rye, N. Y.

Edward T. Beiser Co., of Manhattan Borough, New York City, perfumes, has been incorporated with a capital stock of \$15,000, by A. Doolittle, J. E. and E. T. Beiser, 112 West 40th street.

Thorp Corporation, soaps, soap powders, etc., has been incorporated under the laws of Delaware, with a capital stock of \$500,000, by T. L. Croteau, P. B. Drew, M. M. Clancy, of Wilmington.

Sunshine Towel Supply and Steam Laundry Co., Manhattan Borough, New York City, \$6,000 capital stock, has been incorporated by A. and L. Arkowitz, J. Tarub, 328 East 91st street.

Sunshine Products Corp. (Brooklyn), manufacturing soap and cleaning products, \$10,000 capital stock, has been incorporated by John A. Watson B. Fliashnick, Joseph S. Israel, 967 Sherman avenue, Bronx.

Knock-Down Broom Co., Inc., Buffalo, N. Y., manufacture fiber brushes, brooms, etc., \$25,000 capital stock, has been incorporated by J. E. Eldridge, R. A. Friedson, H. M. Byrne, Buffalo.

IN MEMORIAM FOR DEPARTED FRIENDS.

BARRATT, THOMAS J., chairman of A. & F. Pears, Ltd., soap manufacturer, London, April, 1914.

BERGHAUSEN, EDWARD, of the E. Berghausen Chemical Co., Cincinnati, Ohio, April, 1918.

BERNARDO, FREDERICK, soaps, Paris, France, April, 1911.

BINDERMAN, HENRY, retired soap manufacturer, Louisville, Ky., April, 1916.

BLEDSE, A. T., soap manufacturer, Cincinnati, Ohio, died in Covington, Ky., April, 1915.

BOSE, CHARLES M., vice-president Western Soap Co., San Diego, Cal., April, 1911.

BRUCE, G. A., soaps, Charleston, N. H., April, 1909.

GREEN, DAVID F., formerly with D. F. Green & Co., vanilla beans, drugs, etc., New York, April, 1916.

HUISKING, PAUL H., father of Charles L. Huisking, New York, April, 1917.

HUNT, FRANK L., president and treasurer of the Franklin Soap Co., Cincinnati, Ohio, April, 1915.

JENKS, ARTHUR EDMUNDS, Hanson-Jenks Co., perfumers, New York City, April, 1911.

JURGENSEN, WILLIAM B. A., founder of W. B. A. Jurgens Co., extracts, etc., Brooklyn, N. Y., April, 1916.

KEOUGH, THOMAS L., vice-president Chicago Perfumery, Soap and Extract Association, and Western representative of W. J. Bush & Co., Inc., New York, April, 1918.

LEIGH, CHARLES N., manufacturing perfumer and chemist, New York City, April, 1916.

LOWE, WILLIAM, president of Wm. Lowe Barbers' Supply Co., Des Moines, Iowa, April, 1916.

MASSEY, GEORGE, senior partner of Lanman & Kemp, toilet specialties, drugs, etc., New York, April, 1915.

MENNEN, MRS. WILLIAM G., wife of the president of the Gerhard Mennen Chemical Co., Newark, N. J., April, 1918.

MONSCHEIN, FRANZ, son of the junior member of Vinard, Dhumez & Monschein, Vallauris, near Grasse, France, died of wounds received in action, April, 1915.

MULLER, A. J. A., retired from perfumery, essential oil and soap trades, Beverly, N. J., April, 1916.

SCHWARTZ, MICHAEL, vice-president of M. Werk Co., Cincinnati, Ohio, April, 1915.

SMITH, GEORGE M., soaps, Montclair, N. J., April, 1911.

SPRINGER, ISIDOR, retired from Imperial Metal Manufacturing Co., Long Island City, April, 1916.

STADLER, A. W., soaps, Cleveland, Ohio, April, 1913.

STICKLES, GEORGE, president of the Eastern Extract Co., Boston, Mass., April, 1915.

STILLWELL, A. A., of A. A. Stillwell & Co., essential oils, New York City, April, 1906.

TOMBAREL, JEAN HENRI MARIE, head of Tombarel Freres, Grasse, France, April, 1914.













Henry Calder

Henry Calder, who for thirty-five years had been associated with the firm of Marx & Rawolle, Inc., refiners of glycerine and importers of shellac, of 100 William street, died of heart disease on April 2, at his home in Glen Ridge, N. J. He was a native of Toronto, in which city he was born on September 8, 1864. He was educated in Toronto and Buffalo and came to this city in 1884. In that year he entered the employ of Marx & Rawolle and had been continuously connected with the firm ever since, having been for the last fourteen years the treasurer of the company. Mr. Calder was a member of the Drugs and Chemical, New Jersey Automobile and Glen Ridge Country Clubs. Mr. Calder leaves a widow, Mrs. Marie C. Calder, and two daughters, Misses Marjorie and Elsie Calder.

Obituary Notes

Richard C. Bultman, manufacturer of talcum powder and dental supplies, New York, died April 6 at his home, 128 West 81st street, Manhattan. He was interested in charities, and his widow survives him.

John Hanser, president of John Hanser & Sons, Milwaukee, Wis., died on March 19, aged 74 years. He went to Milwaukee in 1892, and at once entered the soap manufacturing industry, founding a prosperous business. He also was interested in civic affairs.

PATENTS AND TRADE MARKS				
		EQUITY	PRISCILLA	SNOWFIRE
52992	1296884	105797	106185	110886
	NEFFCO			
53071	104591	112621	112649	114098
				115037
1296288		DULCIFLOR	VANATROL	
	114418	114980	115149	115147

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts, and Toilet Preparations.

The trade marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has been provisionally granted.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.,
Perfumer Pub. Co. 80 Maiden Lane, New York.

PATENTS GRANTED

1,296,288. Bottle. Carl G. Hilgenberg, president Carr-Lowrey Glass Co., Baltimore, Md. Filed Jan. 18, 1917. Serial No. 143,113.

The combination with a glass container having a neck portion, of a stopper insertible into said neck portion and having a tapered portion, one of said portions having an annular groove, an inert soft metal ring slidable into position opposite the groove, and means for holding the ring in such position, said ring being adapted to be pressed into the groove during the first insertion of the stopper into the neck portion to form a permanent filling for the groove, said ring constituting a friction seal between the stopper and neck.

1,296,884. Collapsible Tube. Edward J. Volk, Cleveland, Ohio. Filed Oct. 7, 1918. Serial No. 257,153.

A collapsible tube having a discharge opening, and a spring plate located within the tube and extending across such opening and movable laterally by pressure of the material in the tube to uncover such opening.

DESIGNS PATENTED

52,992.—Closure for Talcum Powder Cans. William G. Kendall, Newark, N. J. Filed Sept. 18, 1918. Serial No. 254,682. Term of patent 14 years.

The ornamental design for a closure for talcum powder cans, as shown.

53,071.—Talcum-Powder Box. Edmund Hoffman, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Oct. 11, 1916. Serial No. 125,125. Term of patent 14 years. The new, original and ornamental design for a talcum powder box as shown.

TRADE-MARK REGISTRATIONS CANCELED

28,042.—Balm and Toilet Soap.—Cécile Preis, New York, N. Y. Registered March 31, 1896. Canceled February 7, 1919.

117,284.—Hair-Grower.—Nannie L. Beane, Parkin, Ark. Registered July 3, 1917. Canceled February 7, 1919.

TRADE-MARK REGISTRATIONS GRANTED

124,495.—Soap.—Chas. W. Young & Co., Philadelphia, Pa. Filed August 14, 1918. Serial No. 112,721. Published October 22, 1918.

124,508.—Certain Named Foods.—California Ripe Olive Co., San Francisco, Cal. Filed May 22, 1918. Serial No. 111,098. Published November 19, 1918.

124,512.—Dyes Combined With Soap.—Cinderella Dye Soap Corporation, Chicago, Ill. Filed July 16, 1918. Serial No. 112,163. Published November 12, 1918.

124,516.—Detergent Stain-Removing Composition.—Isadora Currie, East Quogue, N. Y. Filed September 7, 1918. Serial No. 113,055. Published November 12, 1918.

124,531.—Toilet Soaps.—Thomas Gill Soap Company, Inc., Brooklyn, N. Y. Filed September 26, 1918. Serial No. 113,428. Published November 12, 1918.

124,533.—Preparation for Scalp Treatment.—Roscoe B. Gore, Boise, Idaho. Filed November 17, 1916. Serial No. 99,348. Published November 19, 1918.

124,534.—Face-Cream and Hair-Pomade.—Madam Frances Harriet, Chicago, Ill. Filed October 11, 1918. Serial No. 113,688. Published November 19, 1918.

124,536.—Preparation for Treating the Skin, Hair and Scalp.—Adam Haschka, New York, N. Y. Filed September 27, 1918. Serial No. 113,449. Published November 19, 1918.

124,546.—Dental Cream or Tooth-Paste for Cleaning Teeth, Sterilizing the Mouth, and Destroying Bacteria. Frank M. Johnson, Fort Worth, Tex. Filed September 10, 1918. Serial No. 113,106. Published November 12, 1918.

- 124,549.—Toilet and Household Soap.—James S. Kirk & Company, Chicago, Ill. Filed August 12, 1918. Serial No. 112,671. Published November 12, 1918.
- 124,560.—Hair Tonic and Stimulant.—The Maori-Ol Manufacturing Company, Greenwich, Conn. Filed July 18, 1918. Serial No. 112,205. Published November 19, 1918.
- 124,570.—Preparation for the Treatment of Excessive Perspiration.—Nyal Company, Detroit, Mich. Filed July 5, 1917. Serial No. 104,872. Published July 16, 1918.
- 124,575.—Canned Olive-Oil and Canned Tomato Sauce.—P. Pastene & Co., Inc., Boston, Mass. Filed September 19, 1918. Serial No. 113,263. Published November 12, 1918.
- 124,590.—Tooth-Powder.—Sherwin Shapira Chemical Co., San Anselmo, Cal. Filed July 20, 1918. Serial No. 112,243. Published November 19, 1918.
- 124,603.—Preparations for Toning, Beautifying, Cleansing, Tinting, Protecting, Stimulating, Preserving, Restoring, and Bleaching the Face, Hands, Skin, and Complexion, and Tonics, Washes, and Shampoos for the Hair, Scalp, and Dandruff. Helena J. Titus, New York, N. Y. Filed March 10, 1917. Serial No. 102,059. Published October 22, 1918.
- 124,606.—Ethyl Alcohol.—U. S. Industrial Chemical Co., Incorporated, New York, N. Y. Filed February 1, 1918. Serial No. 108,761. Published November 12, 1918.
- 124,621.—Liquid Preparation for Preventing Perspiration.—Waley Vilchik, Pageton, W. Va. Filed October 11, 1918. Serial No. 113,699. Published November 19, 1918.
- 124,622.—Caustic Soda, Granulated Lye, and Chlorinated Lime.—S. Wander & Sons Chemical Co., Inc., Albany, N. Y. Filed June 11, 1918. Serial No. 111,513. Published November 19, 1918.
- 124,630.—Preparation for Imparting Flexibility to the Hair.—Byron O. Wilkins, Jonesboro, Ark. Filed October 1, 1918. Serial No. 113,518. Published November 19, 1918.
- 124,647.—Shampoo Used in the Treatment of the Scalp and Hair.—William Zimmerman, Cedar Rapids, Iowa. Filed June 1, 1918. Serial No. 111,328. Published November 26, 1918.
- 124,655.—Washing Compounds or Mixtures.—American Soap & Washoline Co., Cohoes, N. Y. Filed September 24, 1918. Serial No. 113,323. Published November 19, 1918.
- 124,669.—Laundry Soap.—Wilbur S. Burns, Grand Rapids, Mich. Filed August 27, 1918. Serial No. 142,885. Published November 19, 1918.
- 124,675.—Antiseptic Tooth-Paste.—Chemists Co. of New York, Inc., New York, N. Y. Filed September 9, 1918. Serial No. 113,074. Published December 3, 1918.
- 124,710.—Hair-Dyes.—Frank A. Gray, New York, N. Y. Filed June 15, 1918. Serial No. 111,598. Published December 3, 1918.
- 124,734.—Certain Named Preparations for Nourishing the Skin.—La Ford Chemical Co., Indianapolis, Ind. Filed December 10, 1917. Serial No. 107,876. Published December 3, 1918.
- 124,759.—Hair-Stain.—Ellen C. O'Brien, Milwaukee, Wis. Filed September 20, 1918. Serial No. 113,284. Published November 19, 1918.
- 124,763.—Soap and Scouring and Cleaning Compounds.—Saberton Mfg. Co., Tampa, Fla. Filed September 5, 1918. Serial No. 113,037. Published November 19, 1918.
- 124,773.—Foot-Balm.—Dr. R. M. Smith, Manzanola, Colo. Filed October 22, 1918. Serial No. 113,850. Published December 3, 1918.
- 124,807.—Perfumes.—Yardley & Co., Limited, London, England. Filed July 10, 1918. Serial No. 112,041. Published December 3, 1918.
- 104,591.—George Lawson Neff, Pittsburgh, Pa. (Filed June 21, 1917. Used since Feb. 3, 1915.)—Coffee, Tea, Cocoa, Lemon Extract and Vanilla Extract for Flavoring Foods.
- 105,797.—Fargo Food Products Co., Fargo, N. D. (Filed Aug. 22, 1917. Used since Mar. 20, 1916.)—Flavoring Extracts.
- 106,185.—Alfred Wright, Inc., Philadelphia, Pa. (Filed Sept. 11, 1917. Used since July 20, 1917.)—Toilet Preparations.
- 110,886.—F. W. Hampshire & Co., Ltd., Derby, England. (Filed May 14, 1918. Used since Dec. 6, 1916.)—Emollient Tablets for Treatment of the Skin.
- 111,149.—Mack Commings, Gadsden, Ala. (Filed May 23, 1918. Used since Feb. 1, 1918.)—A Hair Tonic.
- 112,549.—Wye Soap Mfg. Co., Buffalo, N. Y. (Filed Aug. 5, 1918. Used since June 1, 1918.)—Soap.
- 112,621.—American Brokerage Co., Sioux City, Ia. (Filed Aug. 8, 1918. Used since Mar. 1, 1917.)—Tooth Paste, Witch Hazel Salve, etc.
- 114,098.—The Lahoud Soap Products Co., Inc., New York, N. Y. (Filed Nov. 8, 1918. Used since Oct., 1918.)—Soap.
- 114,418.—Howard Bros. Chemical Co., Buffalo, N. Y. (Filed No. 29, 1918. Used since Nov. 20, 1918.)—Toilet Cream.
- 114,707.—Standard Oil Co., Bayonne, N. J. (Filed Dec. 18, 1918. Used since Oct. 19, 1918.)—White mineral oil for use as an ingredient in the manufacture of facial cream.
- 114,980.—Stevenson & Howell, Ltd., London, England. (Filed Jan. 3, 1919. Used since 1913.)—Compounded Natural Oils blended with small additions of artificial floral Attars for use in the manufacture of perfumes and toilet preparations to impart odor.
- 115,037.—Augustus A. West, Philadelphia, Pa. (Filed Jan. 7, 1919. Used since Nov. 22, 1918.)—A Shampoo.
- 115,147.—Hessig-Ellis Drug Co., Memphis, Tenn. (Filed Jan. 13, 1919. Used since Oct. 7, 1900.)—Hair Color Restorer, Depilatory, Liquid Shampoo and Hair Tonic.
- 115,149.—H. Kohnstamm & Co., New York, N. Y. (Filed Jan. 13, 1919. Used since Dec. 18, 1916.)—A Flavoring Extract for Foods.

TO CONTROL GERMAN PATENTS

The Chemical Foundation, a Delaware corporation, has been chartered to act as a holding corporation for several thousand German owned chemical and dye patents which are to be bought and leased out to any American concern desiring to manufacture. This is the result of negotiations carried on for some time by A. Mitchell Palmer, formerly custodian of Alien Property, and Franklin M. Warder, chief of the new Enemy Trade Division of the Federal Trade Commission. The principal interests co-operating in the organization of the holding corporation are the du Ponts and the National Aniline and Chemical Company. It is an outgrowth of the American Dye Institute in New York. The purpose is to establish a domestic dye industry of such scope that it will never again become dependent upon Germany. The patents have not been seized yet, but the Custodian of Alien Property has the authority to seize and dispose of any enemy-owned patents or trade marks to Americans desiring to work them, under an amendment of November 4 to section 7 of the trading with the enemy act.

The new incorporation has a capitalization of \$500,000, all of which is said to have been subscribed. The plan is to be of the largest possible helpfulness to the American dye industry. It is understood that this is a compromise between the licensing system proposed by the Federal Trade Commission and the proposed sale at the highest possible price to a trade group by the Custodian of Alien Property. Mr. Francis P. Garvan, Mr. Palmer's successor, is president of the Foundation.

When the enemy-seized patents are sold to this holding corporation it is the purpose of the Federal Trade Commission to have the sale on such terms as will allow the use of these patents by any American chemical or dye manufacturing concern under licenses.

A Magazine of Helpfulness.

(Crown Chemical Co., Manufacturing Chemists and Perfumers, Indianapolis.)

We hand you check for \$1, covering subscription, as we do not want to miss any numbers of this most excellent magazine of helpfulness.



FRANCE

PERFUMERY AND FANCY BOXES.—The Syndicated Chamber of Fine and Fancy Boxes, etc., which comprises forty-six firms, has appointed a mixed committee, composed partly of a committee of management selected from the employers and partly of workmen and working women, plus two delegates as representatives of the Cardboard Syndicate. These persons, all French, experienced in the trade, and aged from 20 to 25 for the women and men respectively, will deal with all questions regarding wages, working hours and questions of apprenticeship. They will also control all matters dealing with health, tools and workshop regulations and, in the event of differences of opinion, will be entitled to refer the matter to arbitration.

JAMAICA

PERFUMERY.—Perfumery can now be imported into Jamaica freely, according to announcement of the War Trade Board. The board announced for the information of exporters in the United States, that it had been informed that the prohibition has been removed.

NEW ZEALAND.

OLIVE OIL.—There is a marked shortage of olive oil in New Zealand with very poor prospects of an increased supply from the ordinary sources during the next few months, and prices have increased many fold during the past few years, until it now sells at \$14.60 a gallon.

Olive oil enters New Zealand free of duty from all countries, save a 1 per cent. war tax. There is no cottonseed oil or cotton seed preparations imported.

SIAM

PERFUMERY.—The importation of perfumery and perfumers' accessories into Siam was much more important in 1916-17 than in the three preceding business years, as will be seen from the following figures given the Statistical Department of the Bangkok Customs: 1913/14, 703,500 francs, 220,973 kilograms; 1914/15, 405,000 francs, 142,385 kilograms; 1915/16, 514,500 francs, 171,958 kilograms; 1916/17, 1,010,000 francs, 306,444 kilograms. The countries of origin were the United States, Austria-Hungary, Belgium, India, China, France, Germany, Holland, Hongkong, Italy, England, Japan, Singapore and Switzerland. A striking feature is that France superseded Germany prior to the war, but now the position lost by Germany has been captured by Japan and the United States. Japan, as a matter of fact, has succeeded in increasing her import value from \$40,090 in 1913-14 to \$61,891 in 1916-17, while America's progress has been equally important. England also regained not only the ground lost during the war, but suc-

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THE MARKET

Essential Oils, Aromatic Chemicals, Etc.

Business in essential oil specialties has covered a decidedly larger range than in some months past. The soap and perfumery trade have taken larger quantities of numerous specialties, despite the fact that conditions on the whole are still far from stable. In some instances prices have declined below the actual cost of replacement. The Sicilian group of essential oil products after ruling strong for weeks, has undergone a decline as the result of the adverse movement of exchange upon Italy. Lemon and orange oils are available at a concession of about 15 cents as contrasted with a few weeks ago, while bergamot can be bought for 25 cents less. Increased supplies of raw materials for manufacture of clove and cassia oils has resulted in the naming of lower prices with a decline of approximately 25 cents, respectively, noted on each. With the signing of the peace treaty, a freer import movement of tuberose products from the Near East may ensue. Other leading flower essences, including lavender and geraniums have held notably steady. Oil of limes has reacted from its high level with distilled down 10 cents, and redistilled about 75 cents. The Michigan essential oil products have occupied more or less of a nominal position, as the West has apparently had little to offer. Oil of coriander was again offered from one prominent quarter at \$65.00. Almond oil has tended steadily downwards, with some hands offering the sweet true varieties down to 90 cents a pound. Of the Far Eastern oils, citronella and sandalwood are occupying a more favorable position. Australian eucalyptus is also lower, while South American oil of copaiba has declined about 25 cents. Neroli oil continues to be quoted in leading trade circles at prohibitive prices, as dealers have been unable to replenish at previously existing rates.

Almonds-Bois de rose. From its relatively high point of \$1.50 for sweet true almonds there has been a sheer decline to 90 cents on an increase of offers. The situation in bois de rose femelle is much stronger, as new supplies are not promised until the new crop comes around. Current prices are 50 cents higher.

Cassia-Clove, etc. With supplies of Ceylon as well as China cassias augmented appreciably by recent heavy arrivals, there has been a sharp drop in the essential oil amounting to about 25 cents on the technical, lead free, and redistilled. Cloves have arrived in large volume from all parts of the Far East, with a resultant depression in the price of the oil.

Lavender Neroli-Rose. With the exception of a further decline in Spanish lavender as the result of augmented stocks, there has been no new developments in these rose products. Geranium rose is apparently well maintained in the London market. There has been an increase in the importations of a large number of products from Turkey and Macedonia, but rose oil has not arrived in any great volume as yet.

Orris, Patchouli, etc. The increase in imports of Florentine and Verona orris root augurs well for a downward movement at an early date, but at this writing, prices on "absolute" are 25 to 50 cents a pound higher. Patchouli has declined \$2 under increased offers.

Sicilian oils have fluctuated downwards in sympathy with the trend of foreign exchange against Italy. Demand has been steady, but not of sufficient proportions to absorb the rapidly incoming supplies. There is a feeling in some

(Continued on page 60.)

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond, Bitter, per pound.	\$10.00-12.00
" F. P. A.	11.00-12.50
" Artificial	1.75-2.00
" Sweet True.....	.90-1.25
" Peach-Kernel ....	.45-.50
Amber, Crude	2.75
" Rectified	2.25
Anise	1.45-1.50
" Lead free	1.55-1.60
Aspic (spike)	1.15-1.50
Bay, Porto Rico	2.85-3.00
Bergamot, 35-36%	6.25-6.50
Birch (Sweet)	5.50-5.55
Birchtar, Crude .....	.75
" Rectified	2.75
Bois de Rose, Femelle... ..	5.50-5.75
Cade	1.00-1.10
Cajeput .....	.85-.95
Calamus	4.75-5.00
Camphor, Jap, "white"....	.20-.22
Cananga, Java	5.65-5.80
" Rectified	6.50-6.75
Caraway Seed	7.50-7.75
Cardamom	24.00
Carvol	14.00-15.00
Cassia, 75-80% Technical..	2.35-2.40
" Lead Free	2.60-2.75
" Redistilled	3.00-3.10
Cedar Leaf	1.25-1.30
" " Wood .....	.22-.24
Celery	20.00-22.00
Cinnamon, Ceylon.....	nominal
Citronella, Ceylon	48-.50
" Java	65-70
Cloves, Zanzibar	1.85-1.90
" Bourbon	2.75-3.00
Copabia .....	.70-.75
Coriander	65.00
Croton	1.35
Cubebs	8.50
Cumin	10.00
Erigeron	5.50
Eucalyptus, Australian, 70% ..	.55-.60
Fennel, Sweet	3.50-3.75
Geranium, African	10.00-10.50
" Bourbon	5.75-10.00
" Turkish (palma rosa)	5.25-5.30
Ginger	8.00-8.25
Gingergrass	3.25
Guaiaac (Wood)	5.75-6.00
Hemlock .....	.95-1.10
Juniper Berries, Rectified..	9.25-9.50
Lavender, English	24.00
" Fleurs	6.75-7.00
" Spanish	1.25-1.35
Lemon	1.30-1.35
Lemongrass	1.35-1.40
Limes, Distilled	1.50-1.60
" expressed	4.25-4.50
Linaloe	4.75
Mace, distilled	2.15-2.25
Mustard, genuine	—
" artificial	13.50-13.75
Neroli, petale "Bigarade". ..	130.00
" Bigarade	120.00
" artificial	18.50-19.00
Nutmeg	2.15-2.25
Opopanax	nominal
Orange, bitter	2.00-2.25
" sweet, Italian	2.75-2.85
" sweet, West Ind.. ..	1.75-1.85

Origanum .....	.20-.55
Orris Root, concrete, foreign	(oz.) 5.15-5.25
Orris Root, concrete, domestic	(oz.) 5.25-5.50
Orris Root, absolute (oz.) ..	40.00-45.00
Parsley	8.00-8.50
Patchouly	20.00-22.00
Pennyroyal, American	1.65-1.80
" French	1.25-1.40
Peppermint Oil	9.00-9.50
" redistilled	10.00
" twice rectified.. ..	10.00-10.50
Petit Grain, So. American ..	3.75-4.00
" French	6.50-8.00
Pimento	3.00-3.25
Pine Needles, from Pinus ..	—
Sylvestris	2.25-2.50
Rose, Bulgarian	(oz.) 24.00-25.00
" French	22.00-24.00
Rosemary, French	1.40-1.50
" Spanish	1.25-1.35
Rue	4.00-4.50
Sage	4.25
Saflor .....	.60-.62½
Sandalwood, East India... ..	11.75-12.00
" West India	6.50
Sassafras, artificial .....	.44-.45
" natural	2.10-2.25
Savin, French	6.00-6.25
Snake Root	20.00-21.00
Spearmint	10.00-10.50
Spruce .....	.95-1.00
Tansy	4.25-4.50
Thyme, French, red	1.90-2.00
" white	2.15-2.30
" Spanish, red	1.80-1.90
Vetivert Bourbon	17.00-18.00
Wintergreen (genuine gaultheria) ..	9.00-9.25
Wormseed	4.00
Wormwood	6.00
Ylang-Ylang, Bourbon	15.50-16.00
" Manila	28.00-30.00

AROMATIC CHEMICALS.

Acetophenone	8.00-10.00
Amyl Salicylate, dom.	2.50-2.75
" for.	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde	7.25-7.40
Benzaldehyde, domestic ..	1.00
" F. F. C.	—
" domestic... ..	1.10-1.25
Benzyl Acetate, domestic..	3.50-3.75
" foreign ..	nominal
" Alcohol	3.50-5.00
" Benzoate	5.00-9.00
Borneol	4.00
Bornylacetate	5.50
Bromostyrol	nominal
Cinnamic Acid	nominal
" Alcohol	45.00
" Aldehyde	3.50-3.65
Citral	3.75-4.00
" C. P.	4.00
Citronellol, domestic	26.00
" foreign	30.00
Cumarin, natural	nominal
" artificial, dom... ..	7.50-8.25
" artificial, for... ..	—

Diphenylmethane	2.75-3.00
Diphenyloxide	2.50-2.75
Ethyl Cinnamate	9.00-10.00
Eucalyptol	1.35-1.45
Eugenol	5.25-5.40
Geraniol, domestic	3.50-4.00
" foreign	4.75-5.52
" from palma rosa	9.00-10.00
Geranyl Acetate	8.25
" foreign	nominal
Heliotropin, domestic.....	5.00-5.50
Indol, C. P. ....(oz.) ..	15.00-
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	9.75-
Linalol, from bois de rose..	6.00-6.25
Linalyl Acetate	8.50-12.00
" Benzoate	nominal
Methyl Anthranilate	18.00-35.00
" Cinnamate	7.25-
" Heptenone	10.00-12.00
" Heptene Carbon... ..	nominal
" Paracresol	16.00
" Salicylate .....	.35-.45
Mirbane, rect. drums.....	.19-.21
Musk Ambrette	150.00
" Ketone	nominal
" Xylene	35.00
Nonylic Alcohol	nominal
Phenylacetaldehyde	40.00-45.00
Phenylethyl Alcohol	48.00-
Phenylacetic Acid	nominal
Rhodinol, domestic	nominal
" foreign	25.00
Skatol, C. P. ....(oz.) ..	nominal
Terpineol, C. P.	1.00-1.10
Terpinyl Acetate	3.25-
Thymol	9.50-10.00
Vanillin	(oz.) .70-.75
Violet, artificial	12.00-18.00

BEANS.

Tonka Beans, Angostura..	1.30-1.50
" Para .....	.70-.75
Vanilla Beans, Mexican... ..	4.00-5.00
" Cut	3.25-3.50
" " Bourbon	whole.. 2.75-3.25
" " Bourbon	cuts.. 2.50-2.75
" " Tahiti	160-1.75

SUNDRIES.

Alcohol, cologne spirits, gallon	5.00-5.10
Ambergris, black ....(oz.)	12.00-15.00
" gray	28.00-30.00
Chalk precipitated.....	.05½-.10
Civet, horns ....(oz.) ..	3.00-3.15
Lanolin .....	.25-.35
Menthol	5.90-6.00
Musk, Cab., pods.....(oz.)	—
" " grains ..	25.00-28.00
" Tonquin, pods.	26.00-28.00
" " grains ..	42.00-45.00
Orris Root, Florentine, whole .....	.27-.28
Orris Root, powd. and gran.	.35-.40
Rice starch .....	.24½
Talc, Italian ....(ton) ..	nominal
" French	nominal
" domestic	20.00-40.00

THE MARKET.

(Continued from page 58.)

quarters that considerable quantities of lemon and orange are yet to come forward from the primary market points.

Confidence is expressed that the position of leading Michigan oil products will be maintained until the new crop comes around in August. Export demand for peppermint in bottles has been running along at a good rate. Chewing gum makers have been buyers of spearmint.

Aromatic Chemicals.

With phenol offering at as low as 6 cents a pound in ton lots and 15 cents a pound in drums or at close to 50 per cent below cost of production, it is not at all surprising that every synthetic product derived from this base is steadily tending downwards. The reversion to something approaching pre-war levels in salicylates was the principal feature of the market for base products. Acetyl-Salicylic acid, a by-product manufactured by some of the aromatic chemical makers, was cut in halves and then dropped about 10 per cent more.

Back of the downward readjustments in all of the leading raw materials utilized in manufacturing aromatic products for the perfumery trade, is the knowledge of large stocks of Government owned intermediates hanging over the market. Upwards of 30,000,000 pounds of phenol are to be offered for sale, and it is known that there are also large blocks of benzol and toluol to be offered.

Methyl anthranilate is a decidedly weaker market. Manufacturers are now making offers at prices ranging from \$18 to \$35 a pound, according to quality. A month ago offers of this product were being made at \$45@\$50 a pound. While declines as great as the above are the exception, the benzol group is apparently pretty weak all down the line, for there are offers of benzyl-benzoate at as low as \$5.00; benzyl acetate at \$3.00@\$3.25; and domestic benzaldehyde down to \$1.00 a pound. A wide range of prices was quoted on domestic terpineol, 75 cents to \$1.00 a pound, representing the spot price according to quality and quantity.

Prominent among other fluctuations in the market for synthetic aromatic products was the announcement by manufacturers of coumarin of a decline to \$7.50@\$8.00 a pound. Domestic heliotropin was 50 cents lower at \$5.00 @\$5.25, while thymol was reduced to \$9.50 under increased supplies of the raw material ajowan seed and keener competition. In one prominent manufacturing quarter, citronellol was held at \$10.50@\$12; rhodinol at \$28@\$34; methyl acetophenon at \$11@\$13.50 a pound, and terpineol acetate at \$3.00@\$3.50 a pound.

The tariff needs of the chemical dyestuffs and intermediate manufacturing industries were recently outlined at the first general meeting of the American Chemical Society, held at Buffalo. The enactment of tariff laws to protect essential and desirable chemical and coal tar industries was recommended by William S. Culbertson, member of the Tariff Commission. Great Britain's plan of licensing all imports, thus doing away with duplication by Teutonic manufacturers of products already made at home was generally regarded as the most efficient method of protecting home industries yet devised, and its adoption was urged. The co-operation of all manufacturers was urged by the Tariff Commissioner to the end that an insight be gotten into first costs of all materials both in the raw and the finished state.

The future of alcoholic medicinal preparations, as well as tinctures and all products which contain alcohol is still apparently shrouded in uncertainty, as the result of impending prohibition measures on July 1 next. Alcohol is the "sine qua non" in the perfumery trade, for without it fluid extracts and tinctures could not be produced. The American Drug Manufacturers' Association put itself on record during the past month as opposed to the unjust barring of certain medicinal preparations from the market because of their large alcoholic content. The subject will undoubtedly come up for discussion again at the meeting of the Manufacturing Perfumers Association, to be held the 22d and 23d of this month.

The proposition that the American Drug Manufacturers' Association admit scammony to the U. S. Pharmacopoeia, was discussed by Dr. Snyder at the annual meeting of the association recently. "The only samples of styrax that have come to our attention which compare at all favorably with the article described in the U. S. P." said Dr. Snyder, "is a sample of a South American product submitted by Fritzsche Brothers. This American styrax represents a good quality and the only hesitancy in recommending that it be recognized by the pharmacopoeia is that it has been difficult to obtain any botanical description of the tree from which it is obtained."

Vanilla Beans.

Operators in Mexican vanilla beans just returned from producing sections around Pampatalla, Mexico, report that the coming crop, which should be ready for the market in June, will amount to about 5,000,000 pounds, against 6,000,000 pounds last year, which was considered a short crop. Practically all vanilla bean operators who had sent representatives to Mexico agree that the price outlook for the coming year is just as strong as at any time during the war.

It appears that considerable damage has resulted in many of the producing districts from heavy storms this spring and it is possible that a large portion of the new crop will not find its way to this market until August. Planters in nearly all instances have refrained from bundling their stock up to this time.

There have been large sales of Mexican whole beans in the New York market to the extract manufacturing trade at \$4.50 to \$6.00 a pound. These prices are in contrast with selling quotations of just 10 days ago, when sales to the extract men were concluded at \$3.75 to \$4.25 a pound. Prime Mexican beans are commanding a premium of 25 to 50c. a pound on quantity lots, while Mexican cuts have been meeting with a steady market at \$3.25 to \$3.50 a pound or nearly as much as whole beans were bringing a fortnight ago. It is believed that the price of cut stock of the new crop will be as correspondingly close to the new quotations for whole goods.

Fair sales of Bourbon vanilla beans have been made to the manufacturers of low-priced extracts at \$2.85 to \$2.95 a pound for whole beans, and \$2.50 to \$2.75 for cut beans. Cable advices received from Marseilles report that no Bourbon stock is available in the French market under 30 francs a pound, with prime qualities quoted up to 35 francs a pound. The importations of Bourbon vanilla beans have been way below expectations of consumers of this stock in the United States. This condition is largely due to the fact that the European demand following the war absorbed large blocks of stock that were to come forward to New York.

FOREIGN CORRESPONDENCE.

(Continued from page 58.)

ceeded in surpassing her pre-war totals. French trade declined by \$12,200.

SPAIN.

OLIVE OIL.—The British Ambassador at Madrid reports that exports of olive oil from Spain are now permissible up to an aggregate of 90,000 tons, subject to a permit and on condition that a quantity equal to 50 per cent, of the amount applied for is placed in bond for home consumption. The quantity so reserved must consist of ordinary oil. The export tax is reduced to 25 pesetas per 100 kilos for barrels and skins and 20 pesetas per 100 kilos for Spanish trade-mark brands in tins and bottles.

The 1918 crop of olives in the province of Seville was only about 40 per cent. of that gathered in 1917. Not only was the crop short, but the quality of the fruit was poor, the olives being very wormy.



POTASH WILL REMAIN HIGH

American potash need fear no great unloading of German potash at ruinous prices, according to an official dispatch received in Washington from a very reliable source. The consumers in Great Britain are now content to pay twice the pre-war price, and so consumers in the United States should be warned not to delay too long against buying the stored-up war time production in the United States because they are hopeful that foreign potash will soon come in at much lower prices. The cablegram is as follows:

"It is reported after numerous conferences that purchasers of potash in America who are hesitating at the present time to purchase American potash should understand that the German situation promises no such liberal supply of this article as was supplied in the past. There exists a shortage of labor, an absolute lack of containers and fibers for the manufacture of the latter, and at the same time transportation is uncertain and short.

"Purchasers in Great Britain are reconciled to pay at least twice the pre-war prices and there is no prospect of potash deliveries to the United States at less than double the pre-war prices."

POTASH INDUSTRY TO BE PROTECTED

Determined to prevent the dumping into this country of hundreds of thousands of tons of stored up German potash at a most critical period for the domestic industry, which would be ruined by such competition, Western Senators under the leadership of Senator Hitchcock of Nebraska are organizing for the protection of the home industry. Senator Hitchcock has explained the condition at length by cable to Bernard M. Baruch, who is advising President Wilson on such raw materials and industries at the Peace Conference. He has made a strong plea for safeguarding American operators and for not allowing the old-time German dominance to again stifle competition in this country.

Senator Hitchcock expects to cable President Wilson direct, as he believes that this is a great national menace as well as to the adolescent industry in his home state. He points out that in Nebraska there is upwards of \$15,000,000 invested, with more than 7,000 stockholders, and that a surplus production of 100,000 tons is now in storage, so that there is no economic reason for allowing Germany to dump her surplus here. Senator Hitchcock is especially exercised over the matter, because he has been informed, as have government officials in several departments, that arrangements have been made for the exchange of American foods for a part of the vast stores of German potash which was mined during the war, partly by Ameri-

can and allied prisoners of war and partly by women. Some leaders in industrial councils on this side of the water contend that Germany has no right to dispose of this potash, and that it should be seized as a first payment on indemnities.

If the President does not act through the War Trade Board or some such agency to protect American interests as seen by those best informed on this industry, the Western legislators propose that the incoming Congress will build a tariff wall that will effectually take care of the situation and give a just protection to the American industry. The proposal is to be made to Congress to provide a system of licensing imports of potash and to impose a tariff sufficiently high to offset the difference in cost of production under American standards of living and of trade.

OILS, FATS AND WAXES CONTRACTS

For some time a committee of the New York Produce Exchange has been working upon a standard contract form for oils, fats and waxes, other than cottonseed oil. It has been the idea of the exchange and the trade that the growing importance of this business made it advisable to have some definite and fixed rules of trade such as could be expressed by the terms of a standard contract. The committee has completed the draft of a form of contract, which has been placed before the trade for its consideration. A meeting of the trade will soon be called by the exchange to discuss this contract form, and at this meeting the attendance of representatives of manufacturers, users, dealers and refiners of foreign oils, as well as soap makers, shippers, buyers, dealers and brokers in oils, tallows and waxes, is desired, whether they are members of the exchange or not.

Following are the terms of the proposed contract:

This sale is made in accordance with the rules of the New York Produce Exchange governing transactions in oils, waxes and fats, except in so far as those rules may be abrogated by clauses specifically written into this contract.

Any dispute arising out of this contract to be settled by arbitration in accordance with the rules of the New York Produce Exchange.

Quantities may be 5 per cent more or less except that seller shall not be accountable for loss by leakage in transit, or in handling after shipment and up to point of delivery, or shortage due to causes beyond seller's control.

Each instalment on account of this contract to be treated as a separate contract except that if either party to this contract admits insolvency, all deliveries called for in this contract shall be closed out in accordance with the rules of the New York Produce Exchange for the account of the insolvent party and upon due notice.

Should any dispute arise under this contract and either party thereto refuse to abide by the rules of the New York

Produce Exchange or the terms of this contract, that portion of the contract thereby affected shall be closed out under the rules of the New York Produce Exchange relating thereto upon giving proper notice of such intention to all parties concerned.

This contract is based on present duties and customs regulations. Any change in such duties or regulations after date of this contract will be for account of buyer.

Seller shall not be responsible for non-delivery or delay of delivery resulting from the acts of God, from the elements or from the action of governments, or caused by strikes, fires, explosions, floods, war, riots, insurrections, lockout, breakdown of machinery, perils of the sea, embargoes, contingencies in the course of oversea voyage or overland transportation or any other contingencies beyond the seller's control, provided that seller must prove the direct operation of any alleged disabling circumstances.

Seller shall make formal tender to buyer, and if buyer be a non-resident at point of delivery, the latter shall designate to seller, prior to contract period, the name of his resident representative, qualified to accept service of tender.

If buyer fails to designate his representative to whom tenders shall be made, seller has the right to load and ship the merchandise, having at least three samples drawn by licensed sampler, which samples shall be final. One sealed official sample shall be held by licensed sampler for at least ninety days.

Tender shall be made between the hours of 9 a. m. and 4 p. m. (Saturdays, Sundays and holidays excepted), and buyer shall have twenty-four hours from the time the goods are available, for sampling.

Failure to reject a tender within forty-eight hours after sampling (Saturdays, Sundays and holidays excepted), shall constitute an acceptance of tender by buyer, except that when tenders are made at points where no licensed inspector and chemist of the New York Produce Exchange are located, buyer cannot be held to the foregoing time allowances, but must be given an opportunity to verify quality by promptest available other means.

Seller may ship from point of delivery without the formality of tender or analysis, but in such case guarantees the quality to point of United States or Canadian destination.

Seller must tender or declare his intention of shipping, quality guaranteed to destination, at least three days before the expiration of the contract period (Sundays and holidays excepted). Upon seller's failure to do so, buyer may cancel or cover that portion of the contract in default within the three days (Sundays and holidays excepted), upon notice to seller, at market price, holding seller for any loss sustained. If the merchandise is not then obtainable in the market for delivery within contract period a settlement shall be effected through arbitration, if buyer and seller cannot agree upon an adjustment.

When a rejection is left uncontested by the seller or is sustained by arbitration, seller shall have the original contract period within which to tender other lots as provided in preceding sections.

Settlement of contracts shall be based on 50 gallons, or 375 pounds net to the barrel, and tank cars as of 60,000 pounds. Other packages on basis of average weight as provided in the rules of the New York Produce Exchange.

British Trading in Oils and Fats Allowed

The British Minister of Munitions from March 18 is licensing all persons to sell, purchase, and deal in seeds, oils, and fats, subject only to condition that no sale or dealing shall be at price in excess of fixed maximum price as set out in orders of May 9 and June 19, 1917. This order affects coconut oil, cotton oil, tallow, and various other seed oils.

Mexican Tariff Changes

A cablegram from the American Consulate General, Mexico City, Apr. 4, gave news of a presidential decree which went into force April 15, 1919, increasing the import duty on common, unscented laundry soap and Sapolio to 10 centavos per kilo (\$2.25 per 100 pounds), based on the weight of the soap and the wrapping or packing.

LEVER BROTHERS ADOPT 6-HOUR DAY

Lord Leverhulme has announced to the shareholders of Lever Bros., the soap manufacturers at Port Sunlight, that the firm had resolved to embark upon the six-hour working day for their employes, and the scheme, already prepared, was to be put into operation as soon as the necessary arrangements could be carried out. All the trade unions interested were most anxious to make it practicable and workable, as also was the Government, as far as the law permitted, as the Home Office approval was expected to the proposals which had been already submitted.

Describing the general features of the scheme, Lord Leverhulme said the firm's day-workers and piece-workers would operate in two shifts, the morning shift beginning at 7 o'clock, with a 15 minute's interval for light refreshments at 8:45 and ending at 1:15. The afternoon shift was not quite so simple, because there was a strong desire to retain the Saturday half-holiday. So, instead of a six-hour shift, the week was to be divided into four shifts of seven and a quarter hours and one of seven hours to make up the 36 hours for the week. This shift would begin at 1:15 and end at 9 P. M., the refreshment interval being of half an hour's duration.

For the day and night shift staff six-hour night shifts were found inconvenient on domestic grounds. It had been agreed, therefore, that the nightworkers should work five weekly shifts of eight hours and the day-workers six of five hours and 20 minutes, so that, working alternate weeks, the average of 36 hours was maintained. The light refreshments were to be provided by the firm on the premises, as it would save time, keep the factory running and simplify the catering. As to whether fifteen minutes was a long enough interval, Lord Leverhulme said he had made a personal test and found he could consume more than was good for him in that time.

The wages under the new system were to be exactly the same for thirty-six hours as they had been for forty-eight hours. This was obviously an essential, and it was equally certain that by proper organization the staff could accomplish the work without adding any expense to the company, and therefore no cost would be added to the product or to the management of the business.

Another interesting development in regard to the method of paying the men's wages was outlined by Lord Leverhulme. Instead of the men crowding round the pay office at the week end, arrangements were being made to open a banking account for each man at the bank nearest his house and his account would be credited weekly with the wages to which he was entitled. He would thus be able to draw what he required for household purposes, and anything left in would receive bank interest, supplemented by interest granted by the firm to bring it up to 5 per cent. Not only would the tendency be to help the workmen to save but to raise their position and dignity. In these departures he was confident they were taking no undue risk. It was no new idea, he said, that the workers required more leisure, for his observation had convinced him that when a man's wages had passed the substance point his greatest desire was for leisure and education which would lift him free of the daily monotony of mechanical industry.

Working the Potash Beds of Upper Catalonia

By a royal order published December 14, 1918, received here April 10, conditions were approved under which foreign and Spanish companies could compete for concessions to work the potash beds of Catalonia. Concessions for the exploitation of these extensive deposits of potash have now been awarded to Solway & Co., Minas de Suria, Santander, Spain; Sociedad Anónima Fodina, Lauria 21, Barcelona, Spain; and the Sociedad Anónima La Sevillana, Trafalgar 11, Barcelona, Spain.

Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

ON THE ANALYSIS OF FATS*

By Prof. Dr. W. HERBIG, Chemist

(Continued from page 28, March, 1919.)

II.—Determination of the Saponifiable Total Fatty Acids and the Unsaponifiable Matter.

1. The war commission for vegetable and animal oils and fats announced in 1916 that the determination of the content of saponifiable fatty acid anhydrides after the method of Stiepel could not always be carried out, on account of the shortage of the necessary chemicals. The saponifiable total fatty acid therefore was to be determined as follows:

"If the products to be examined contain dirt or water, the total fat soluble in ether has to be determined by percentage. Care has to be taken that the quantity of fat obtained soluble in ether amounts to about five grams. Pure oils and fats can be used directly for the examination. The obtained soluble fat is weighed carefully, mixed in the weighing tube with N/2 alcoholic potash lye—at least 7 cm. for every gram of substance—and saponified. The mixture is then acidified with sulfuric acid and the greater part of the alcohol evaporated on the water or sand bath. After cooling the fatty acid is again taken up with ether, dried in the water drying closet and weighed once more. The weight obtained represents total fatty acid + unsaponifiable matter."

"The unsaponifiable matter is determined most conveniently in the following manner, but the quantity of substance must not be too small and has to amount to about 5 grams. The fatty acid is saponified with diluted soda lye until it becomes strongly alkaline. Then the mixture is transferred into the shaking funnel and treated further as under the former method."

The advice, to acidify directly with sulfuric acid after the saponification and to evaporate the greater part of the alcohol afterward on the water or sand bath, appears risky. It is not impossible that the heating of alcohol, fatty acid and sulphuric acid causes the formation of esters, which may influence the result considerably. For this reason I have carried out the determination with a sample of fatty acid which was to be examined according to the direction of the War Commission in different ways: first as prescribed by the War Commission and then in such a manner that alcohol was evaporated before the addition of the acid. These tests were made with several samples. The fatty acid + unsaponifiable matter were determined in the usual manner by shaking with ether, and the determination of the unsaponifiable matter in the obtained extract was made with petroleum ether, according to the method of Hoenig and Spitz.

	Sulfuric Acid Added Before Evaporation of the Alcohol.	After Evaporation of the Alcohol.
Fatty acid + unsaponifiable matter.	94.19	94.55
	94.40	94.14
Unsaponifiable matter	5.05	2.45
	5.30	2.70

This seems to indicate that the addition of sulfuric acid before the evaporation of the alcohol causes an increase of the quantities of substances soluble in petroleum ether. To my regret I could not continue the tests with other samples of fatty acids, because I lacked petroleum

ether, and I am therefore not yet prepared to say that the observed increase of the unsaponifiable matter has to be expected generally from this working method. I have always expressed doubts in regard to the use of sulfuric acid for the separation of fatty acids, because the sulfuric acid may cause changes in the free fatty acids, if it is not completely removed from the ether solution during the isolation of the fatty acids with ether. In my investigations of the Turkey red oils I have repeatedly called attention to this fact, and in the splitting up of soap preparations I preferred hydrochloric acid for the separation of the fatty acids, partly on account of its greater volatility.

2. *Ether or petroleum ether for the determination of the unsaponifiable matter?*

The determination of the unsaponifiable matter requires special attention, because of the present lack of petroleum ether:

No.	Determination.	Fatty Acid + Unsaponified Matter. Per Cent.	Unsaponifiable Matter. Per Cent.
1.	Fatty acid from olive oil.....	92.14	2.80
2.	Fatty acid from olive oil.....	93.30	1.63
3.	Fatty acid from olive oil.....	97.49	1.39
4.	Fatty acid from poppy-seed oil..	92.52	2.49
5.	Fatty acid from coconut oil....	93.00	0.42
6.	Fatty acid from lard.....	94.65	1.17
7.	Fatty acid from lard.....	95.31	1.27
8.	Fatty acid from maize oil.....	95.88	2.83
9.	Fatty acid from tallow.....	97.42	1.20
10.	Fatty acid from tallow.....	95.93	1.80
11.	Fatty acid from tallow.....	92.17	2.35
12.	Fatty acid from tallow.....	98.00	1.32
13.	Fatty acid from tallow.....	96.63	1.55
14.	Fatty acid from tallow.....	95.56	2.25
15.	Fatty acid from tallow.....	95.52	2.46
16.	Fatty acid from tallow.....	96.35	1.05
17.	Fatty acid from tallow.....	96.83	4.45
18.	Fatty acid from tallow.....	89.80	1.33
19.	Fatty acid from tallow.....	97.25	1.86
20.	Fatty acid from tallow.....	93.30	3.55
21.	Fatty acid from tallow.....	94.04	3.00
22.	Fatty acid from tallow.....	96.72	2.13
23.	Fatty acid from tallow.....	90.08	1.38
24.	Fatty acid from tallow.....	96.63	0.87
25.	Fatty acid from blubber.....	98.01	4.51
26.	Fatty acid from blubber.....	95.32	4.82
27.	Fatty acid from blubber.....	83.26	3.75
28.	Fatty acid from blubber.....	90.40	7.21
29.	Fatty acid from blubber.....	91.14	9.85
30.	Fatty acid from blubber.....	89.33	10.14
31.	Fatty acid from blubber.....	95.92	89.00
32.	Fatty acid from waste lard....	94.57	1.23
33.	Benzine bone oil	93.60	2.10
34.	Extraction fatty acid.....	97.88	1.25
35.	Extraction fatty acid.....	94.65	1.50
36.	Extraction fatty acid.....	93.76	2.13
37.	Extraction fatty acid.....	95.50	3.96
38.	Extraction fatty acid.....	82.47	6.35
39.	Extraction fatty acid.....	92.66	23.70
40.	Extraction fatty acid.....	89.67	26.68

The above table contains the results of the examination of a number of fatty acids, as they were furnished during the war for the examination of soaps. Of these 67.5 per

*From Der Seifenfabrikant, vol. XXXVIII, Nrs. 43/44, October 30, 1918, p. 497.

cent containing up to 3 per cent unsaponifiable matter, 25 per cent from 3 to 10 per cent and 7.5 per cent more than 10 per cent.

In view of the small quantity of unsaponifiable matter found in two-thirds of the examined samples, it seemed to be of interest, whether the prescribed method of Hoenig and Spitz, which requires comparatively large quantities of petroleum ether, is absolutely necessary, or whether the same results can be obtained by the use of smaller quantities of petroleum ether for the extraction of the unsaponifiable matter. Four samples of fatty acid were shaken out only twice (first with 75 ccm. and then with 50 ccm.), but at another examination three times (first with 100 ccm. and twice with 50 ccm.) with petroleum ether:

	Twice. Per Cent.	Three Times. Per Cent.
1. Fatty acid from olive oil.....	1.44	1.34
2. Fatty acid from olive oil.....	1.30	1.32
3. Fatty acid from olive oil.....	0.44	0.32
4. Fatty acid from olive oil.....	4.40	4.45

Two extractions are therefore sufficient, if the quantities of unsaponifiable matter are small.

Petroleum ether is no longer obtainable for these determinations, and we are now compelled to work with ether. The well-known disadvantage that the ether absorbs soap which can only be removed incompletely even by long washing, has led to many proposals for a change. Davidsohn isolates the unsaponifiable matter with ether and determines the dissolved soap in the unsaponifiable substance by titration with N/10 hydrochloric acid, thus avoiding the troublesome washing of the ether.

Taking the molecular weights as 322 for soda soap and 338 for calcium soap, the calculated soap weight is deducted from the weight of the unsaponifiable matter. Although the proposition of Davidsohn is undoubtedly worthy of notice, little is gained by the titration in most cases. Because of the small quantities of unsaponifiable matter (a few hundredths to at the most two to three-tenths of a gram) the titration becomes inaccurate. The proposition of C. Thieme, to determine the unsaponifiable matter by extraction in the Soxhlet and by evaporation to dryness on the water bath after adding a considerable quantity of sodium sulfate, also shows no advantages, especially in regard to the abbreviation of the determination. Another disadvantage of the use of ether is said to lie in the difficult separation of the strata. The separation may be facilitated by adding alcohol, but this addition increases the dissolving power of ether for soap.

From numerous determinations with ether I have ascertained that these disadvantages can be removed, if the work is carried out in the following manner: The weighed fatty acid + unsaponifiable matter is heated, dissolved in about 25 ccm. alcohol and titrated with caustic potash solution, until a small excess of alkali appears. If the calcium soap is separated (as for instance with tallow fatty acids) it can easily be dissolved toward the end of the titration by adding small quantities of warm water. The solution is transferred into a separating funnel, so that a hydrous alcoholic solution, containing about 50 per cent alcohol, is formed and then shaken out with 100 ccm. ether. Very often, if too much alcohol is present, the ether stratum will not separate. In this case water is added, until the ether stratum appears. The further shaking out of the soap solution with ether then proceeds very quickly, because the ether stratum separates easily

and sharply. This can also be observed during further shakings. If the ether extract is washed with diluted alcohol to remove the soap, the separation of the strata sets in very slowly, in comparison with the petroleum ether method, but the process is different when the washing is carried out with pure water. In this case, however, a dissociation of the soap is observed and small quantities of free fatty acid are absorbed by the ether, as has been known long ago. To ascertain how large the defects may be, I have determined the unsaponifiable matter in a number of fatty acids, without determining the fatty acids by titration, strictly according to the method of Hoenig and Spitz, first with petroleum ether and then with ether.

No.	Substance.	Petroleum Ether.	Ether.	Difference.
1.	Fatty acid from rapeseed oil.	2.70	3.05	+0.35
2.	Tallow fatty acid	2.70	2.46	+0.26
3.	Tallow fatty acid	0.86	1.12	+0.26
4.	Fatty acid	4.26	4.64	+0.38
5.	Fatty acid	1.26	1.40	+0.14
6.	Extraction fatty acid	2.01	2.24	+0.23
7.	Soap	0.76	1.08	+0.32
8.	Soap	0.40	0.60	+0.20
9.	Soap	0.50	0.60	+0.10
10.	Extraction fat	26.68	27.00	+0.32

That the determination with ether gives inaccurate results has long been known. It is seen, however, that even in the presence of much unsaponifiable matter the values obtained are only 0.2 to 0.3 per cent higher than with the really very precise method of Hoenig and Spitz.

(To be continued.)

MANUFACTURE OF AMMONIACAL WASHING MEDIUMS FROM AMMONIUM SALTS.

BY ADOLF HECKT, KIEL.

To prevent to premature volatilization of the ammonia and to make the ammonium salts serviceable for washing purposes in a handy form, a lye of ammonium salt (ammonium chloride or ammonium carbonate) is stirred into a commercial solution of soluble glass, which may be diluted with water, if necessary. Almost immediately a solid body is formed, which after a few hours secretes a quantity of lye. By trituration, mixing and kneading in this lye the solid matter can be transformed into a pastelike substance which will release no more ammonium, and therefore prevents the volatilization of the ammonia, even if kept in storage a long time. However, as soon as the paste is used in connection with water, like soft soap, the alkaline action of the soluble glass or of the formed transformation product sets in. The substance then releases ammonia in large quantities and shows a strong cleansing power for clothes, as well as for the body. The cleansing power is further increased by the alkaline action of the soluble glass, or its transformation product. To restrict the alkaline reaction of the soluble glass and the volatilization of the ammonia before the transformation into a paste still further, an acid reducing the alkalinity is added to the water used for the dilution of the soluble glass. Oxalic acid is most serviceable for this purpose, because it alone shows a tendency to form a paste with soluble glass and at the same time increases the cleansing power of the substance. If a good lathering action is desired extract of quillaja bark, saponin, etc., may be added to the diluting water. Caustic alkalies, soda, etc., can also be added to the lyes.

FEBRUARY SOAP EXPORTS

The following shows the exports of commodities of interest to our readers from the port of New York in February of this year:

Toilet Soap—Belgium, \$20,374; Denmark, \$1,602; France, \$202; Norway, \$1,159; Spain, \$11,605; Switzerland, \$9,700; England, \$110,637; Bermuda, \$305; Canada, \$3; Guatemala, \$3,110; Honduras, \$319; Nicaragua, \$4,191; Panama, \$7,319; Salvador, \$1,434; Mexico, \$2,015; Newfoundland, \$161; Barbados, \$137; Jamaica, \$629; Trinidad, \$584; Other British West Indies, \$466; Cuba, \$14,933; Danish West Indies, \$743; Dutch West Indies, \$59; French West Indies, \$352; Haiti, \$1,459; San Domingo, \$9,494; Argentina, \$15,029; Bolivia, \$3,534; Brazil, \$2,971; Chile, \$15,103; Colombia, \$1,761; Ecuador, \$868; British Guiana, \$510; Dutch Guiana, \$781; Peru, \$8,999; Uruguay, \$490; Venezuela, \$7,651; China, \$20,802; Japan-China, \$75; British India, \$22,461; Straits Settlements, \$3,047; Hong Kong, \$4,806; Japan, \$9,963; Siam, \$12; Australia, \$14,945; New Zealand, \$16,593; Philippine Islands, \$15,377; Belgian Congo, \$7; British West Africa, \$50; British South Africa, \$10,655; total, \$406,224.

Soap, Other.—Azores, 200 lbs., \$19; Belgium, 10,243,617 lbs., \$951,121; Denmark, 20,400 lbs., \$2,250; France, 79,389 lbs., \$8,640; Greece, 369,107 lbs., \$30,832; Serbia, 69,400 lbs., \$9,550; Sweden, 10 lbs., \$2; Switzerland, 25,800 lbs., \$2,100; England, 1,208,500 lbs., \$73,150; Scotland, 34,000 lbs., \$2,295; Bermuda, 19,770 lbs., \$1,898; Nicaragua 13,207 lbs., \$1,683; Panama, 221,239 lbs., \$19,869; Salvador, 1,012 lbs., \$87; Mexico, 929,162 lbs., \$94,900; Miquel Islands, 5,000 lbs., \$575; Newfoundland, 23,170 lbs., \$2,359; Jamaica, 42,405 lbs., \$3,617; Trinidad, 72,000 lbs., \$6,000; Other British West Indies, 53,727 lbs., \$5,130; Cuba, 663,126 lbs., \$68,778; Danish West Indies, 4,014 lbs., \$425; Dutch West Indies, 1,250 lbs., \$140; French West Indies, 136,450 lbs., \$12,708; Haiti, 390,623 lbs., \$45,026; San Domingo, 406,377 lbs., \$42,849; Argentina, 108,740 lbs., \$9,123; Brazil, 22,877 lbs., \$1,805; Chile, 24,234 lbs., \$3,443; Colombia, 1,832 lbs., \$191; Ecuador, 15,500 lbs., \$1,250; British Guiana, 22,350 lbs., \$1,659; Dutch Guiana, 49,400 lbs., \$4,636; Peru, 30,855 lbs., \$3,068; Uruguay, 3,750 lbs., \$160; Venezuela, 1,718 lbs., \$105; China, 5,639 lbs., \$563; British India, 1,035 lbs., \$147; Straits Settlements, 531 lbs., \$94; Japan, 3,065 lbs., \$260; Turkey in Asia, 19,040 lbs., \$1,856; Australia, 50 lbs., \$10; New Zealand, 1,985 lbs., \$160; Philippine Islands, 530 lbs., \$41; Belgian Congo, 1,763 lbs., \$294; British South Africa, 71,094 lbs., \$6,653; French Africa, 9,235 lbs., \$1,027; total, 15,428,178 lbs., \$1,422,548.

Soap Stock.—Belgium, \$6,959; Switzerland, \$29,253; England, \$5,376; Cuba, \$25,826; Argentina, \$1,600; Brazil, \$2,400; Chile, \$52; Dutch Guiana, \$1,913; Uruguay, \$1,309; Australia, \$1,741; British South Africa, \$287; total, \$76,716.

Glycerine.—Norway, 112,000 lbs., \$20,160; Portugal, 50 lbs., \$35; Bermuda, 200 lbs., \$59; Costa Rica, 150 lbs., \$32; Guatemala, 226 lbs., \$114; Nicaragua, 457 lbs., \$267; Panama, 3 lbs., \$1; Mexico, 6,425 lbs., \$2,257; Newfoundland, 25 lbs., \$15; Trinidad, 490 lbs., \$152; Cuba, 20,406 lbs., \$6,590; Dutch West Indies, 50 lbs., \$27; French West Indies, 50 lbs., \$30; San Domingo, 45 lbs., \$45; Argentina, 212 lbs., \$119; Bolivia, 215 lbs., \$62; Brazil, 2,250 lbs., \$1,472; Chile, 7,492 lbs., \$3,514; Colombia, 1,554 lbs., \$808; Ecuador, 1,400 lbs., \$334; British Guiana, 350 lbs., \$220; Peru, 3,656 lbs., \$2,687; Venezuela, 1,235 lbs., \$639; China, 3,850 lbs., \$1,348; British India, 13,200 lbs., \$4,600; Hong Kong, 14,000 lbs., \$4,680; Japan, 24,354 lbs., \$10,820; Philippine Islands, 50 lbs., \$16; total, 214,395 lbs., \$61,103.

Washing Powder.—Azores, 82 lbs., \$8; Belgium, 5,000 lbs., \$225; England, 50,000 lbs., \$1,825; Bermuda, 2,640 lbs., \$153; Panama, 3,772 lbs., \$661; Miquel, 880 lbs., \$55; Jamaica, 325 lbs., \$12; other British West Indies, 144 lbs., \$13; Cuba, 18,370 lbs., \$1,247; Dutch West Indies, 104 lbs., \$8; San Domingo, 4,000 lbs., \$280; Colombia, 46 lbs., \$3; Peru, 4,100 lbs., \$286; Venezuela, 600 lbs., \$70; Japan, 14,560 lbs., \$655; British South Africa, 296 lbs., \$106; total, 104,919 lbs., \$5,207.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

be picked up within a week. This condition is one of the bull arguments on coconut oil for the next few months.

As we close there are several very large inquiries in the market for export to Scandinavian countries of coconut oil, acid test about 6 per cent. Should these result in definite contracts soon the present market, which is about 14c. to 14½c. per pound for Ceylon grade oil, is very apt to be worked up to 15c. per pound in barrels at New York. For Cochin grade, acid test about 2 per cent., 16c. to 16½c. per pound is the present market. There are several offers on the market for Ceylon grade coconut oil to be shipped from the Pacific Coast in barrels, but the goods are offered basis of 6 per cent., which probably means that they run nearer 12 per cent. acid.

It is quite likely that small shipments of Lagos and good bright red palm oil can be made from England during May, which would be the Government surplus. The available stock in New York is small. Up to this writing nothing has been released to come direct from the Gold Coast.

Technical Chemicals.

Leading industrial chemicals utilized in the soap manufacturing trade have been steadily climbing down from their dizzy heights, and with the approach to something approaching normal in many lines of manufacturing activity, they are again accessible to the small buyer. From the high levels of \$6.50 to \$7 a hundred on caustic soda in the early days of 1918, the price has dropped back to \$2.60 a hundred. The demand for legitimate consumption is being supplied at these figures. In soda ash the proportion of decline is almost as great, for in 1918 a level of \$3 to \$3.25 was current, while today \$1.50 a hundred buys light ash in barrels. During 1918 an output of close to 500,000 tons was attained in caustic soda, while the output of soda ash was roughly 2,100,000 tons. Today production of both items has about been cut in two as the result of the withdrawal of war time demands. The abnormally high level of 65 to 70 cents was touched in caustic potash during the early part of 1918, but the price has dropped back to 45 to 50 cents a pound. The soap and dye stuffs trade have largely increased commitments in caustic potash, and there is some doubt if prices will get back to anything approximating pre-war levels in view of the fact that muriate of potash is held at an advance of more than 100 per cent as compared with normal. Fixed prices continue to rule on sulphuric acid, but there is a large surplus on the market pressing for sale, and this keeps prices down to a comparatively low level. Borax is meeting with a steady demand from the soap trade as well as from the export trade. There has recently been quite an increase in export buying. Manufacturers as a rule, report that consumers are now beginning to take fair quantities of the general line of chemicals on resting contracts.

War Department officials recently met in conference with the Acid Committee of the Chemical Alliance, Inc., New York, to discuss the disposition of Government surplus stock of acid. They stated that the amounts were small compared with the total production and consumption of the country. The Government does not propose to dispose of its holdings of acids and other chemicals in such a way as to seriously effect the market, but will dispose of its surplus in co-operation with the Acid Committee. Acid manufacturers were pleased to learn that stocks held by the Government were small.

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(From Henry J. Beck Chicago Representative for Dodge & Olcott Co.)

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MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

The market during the last three weeks has developed a steadily advancing tone with the price not below 11½ cents a pound, at which the latest sale of New York Special Tallow was made; reaffirming the steadiness of the market, as New York Special Tallow sold at this price in large quantities a week to ten days earlier.

There is considerable export demand which is being supplied at higher prices, and comparative scarcity of choice tallow of low acid for the last two months; the underlying situation has been such that this advance was clearly foreshadowed, and it is more than likely that higher prices will rule in the near future.

The incessant demand for edible fats which has put lard to approximately 32½ cents; inspected edible oleo stearine to 28 cents today is bound to have an important effect on even good ordinary inedible tallow; and, eventually, on greases, which—except the finest—have lately not kept pace with the advance in tallow.

The demand from Europe for fat stocks seems bound to be maintained for a long time to come, and under these circumstances it is difficult to see from what direction the influences are to issue that shall cause lower prices during the near future.

April 15, 1919.

TOBIAS T. PERGAMENT.

GLYCERINE

(Special Written for this Journal by W. A. Stopford.)

Soon after our last letter was written, refiners in the Middle West came into the market and purchased probably 10 or 15 cars of dynamite glycerine, at prices ranging from 14½c. to 15c. per lb.; they later bid 15½c., without being able to buy, as the holders had gradually raised their quotations to 16c., so that for the last week, there has been practically no business. In spite of the advance in dynamite, the chemically pure quotation was maintained and even reduced, the price being fixed at 16c., in bulk, as a minimum, up to a week or so ago, when it was advanced to 16¼c.; today, however, most of the refiners are asking 16½c. There has been some export business done, although not of large volume, and today, there are other inquiries in the market; this is a surprise to the trade, as it was thought some time ago that England was in a position to take care of the European demand. France, Spain and England are ready to export glycerine to this country, but the high cost of transportation prevents it at present; it is, however, only a question of time, when this impediment will be removed and it remains to be seen whether the foreigners are willing to reduce their prices to a point below those prevailing here. We look for very little permanent change for some time to come, but expect to see fluctuations within a short range, from time to time.

The price of fats and oils has advanced materially, and to this fact, no doubt, the improvement in the glycerine situation is due, to a great extent. City special tallow today is 11½c. per lb., loose, bid, and 12c., asked, and oils and greases have advanced propor-

tionately. The soap business has further improved, but is still far from normal.

April 15, 1919.

VEGETABLE OILS

By Edgar H. Laing.

Probably the most interesting feature of the week closing April 12 is the reported effort being made to eliminate price control by the Government. This would be a very desirable relief from war conditions and the merchants of the United States who rank as the best posted men in their various lines earnestly hope that this will be an accomplished fact in the near future and that the market for the general lines of products will be allowed to strike the normal level of supply and demand prices.

One other important matter that the trade in coconut oil should weigh very carefully is the sudden turn that has taken place in the copra markets of the world. Up to March 1 certainly 80 per cent. of the world's copra was shipped to the United States either at the Pacific or the Atlantic ports of entry, but during the recent few weeks this flood of copra has turned back to Europe and unless all signs fail 80 per cent. of the world's copra is apt to go direct to the Continent of Europe, leaving 20 per cent. for the consumption of the United States crushers. The result of this has already been noticed by prices advancing to about 7½c. at New York and 6½c. to 7c. per pound at the Pacific Coast for desirable grades of copra. Some very poor qualities which are reported to have been several times rejected are still unsold on the Pacific Coast, but are likely to

(Continued on preceding page.)

SOAP MATERIALS

Glycerine, C. P., 16½@18½c.
Dynamite, 15@16c.
Crude soap lye, 80 per cent, loose, 8½@9c.
Saponification, 80 per cent, loose, 10@10½c.
Castor oil, No. 3, 22@23c.
Cocoanut, Cochin, 23@24c., Ceylon, nominal.
Cocoanut oil, domestic Cochin, 79½@19½c.; domestic Ceylon 18¼@18½c.
Corn, crude, \$17.75@18.00, nominal.
Cottonseed, crude, tanks, 17½c. lb.; refined, 21@22c. lb.
Olive, denatured, \$4.50@5 gal.; prime foots, 45@47c. per lb.
Palm lagos., 40@45c., nominal; red prime, 40@45c.
Palm kernel oil, domestic, 17½@18c., nominal.
Peanut, crude, \$1.36@1.37 gal., f. o. b. mill.
Red oil, saponification, 17@17½c.
Soya bean, 18¾@18½c., nominal.
Tallow, special loose, New York, 18c. asked; tallow, city 17¼c. asked; grease, yellow, 15¾@16c.; brown, 15@15½c.
Chemicals, etc., Borax crystals and granular, 7¾@8c.
Caustic potash, 88 to 92 per cent, 45@50c.
Caustic soda, 76 per cent, \$2.60@2.75 per 100 pounds.
Carbonate potash, calcined, 80 to 85 per cent, 15@18c.
Salt, common, fine, \$1.08@2.10.
Soda ash, 58 per cent, \$1.40@1.80 per 100 pounds.
Soda silicate, "iron free," 3½@4c.
Sulphuric acid, 60 degrees, \$10.00@16.00 per ton.
Starch, pearl, \$5.50@6.00; powdered, \$6.00@6.50.
Stearic acid, single pressed, 17½@18c.
Stearic acid, double pressed, 18½@19c.
Stearic acid, triple pressed, 19½@20c.
Stearate of zinc, 37c.
Zinc, oxide, American, 12¾@13c.
Rosin, water white, \$14.75 per barrel.
Rosin, window glass, \$14.50 per barrel.
Rosin, Nancy, \$14.50 per barrel.
Rosin, Mary, \$13.75 per barrel.

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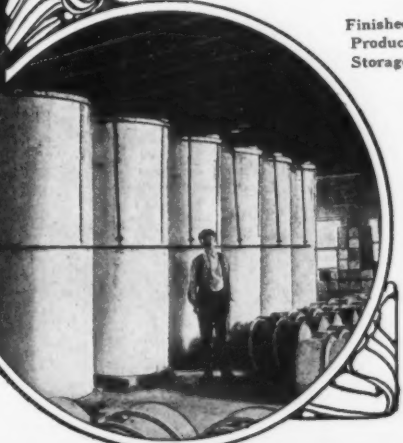
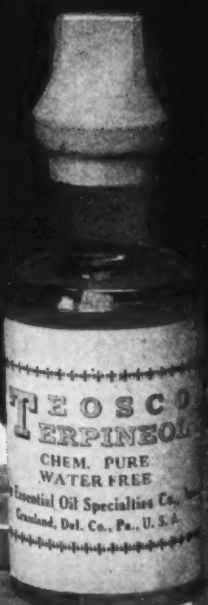
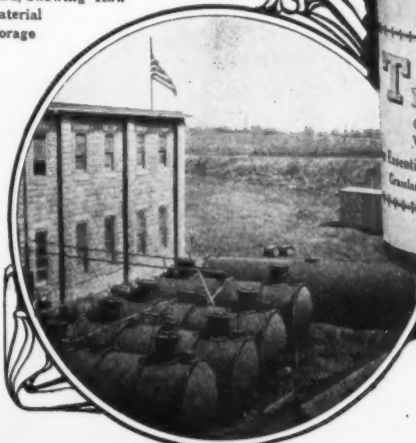
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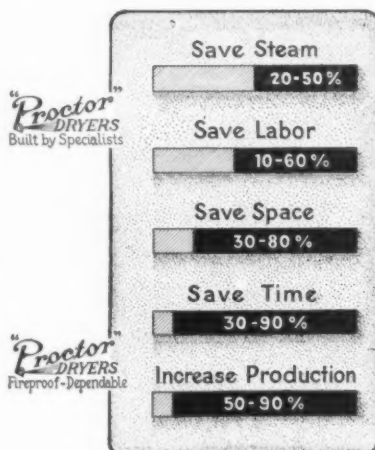
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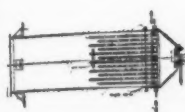
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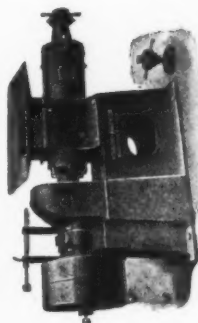
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ACME Remelter.



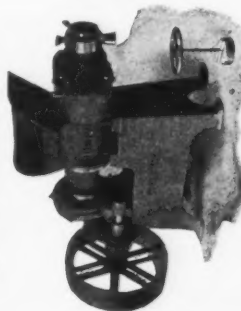
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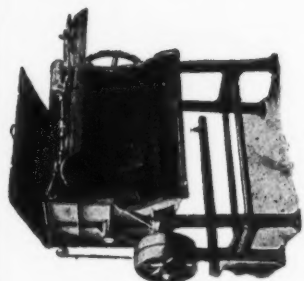
2, 3- and 4-Roll Soap Mills.



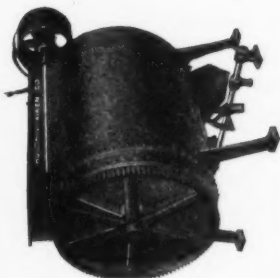
4, 6, 8- and 10-Inch Screw Soap Plodder.



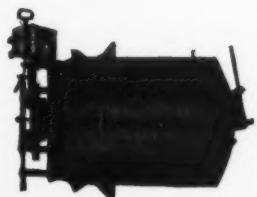
Soap Chipper.



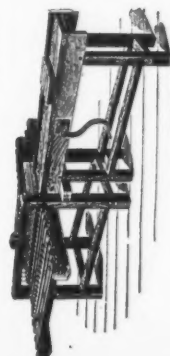
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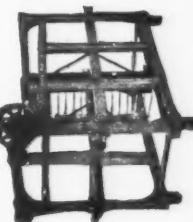
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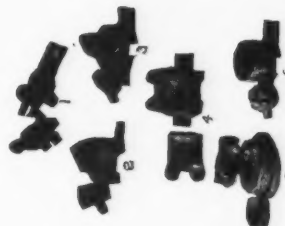
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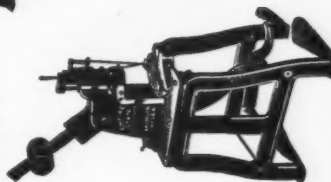
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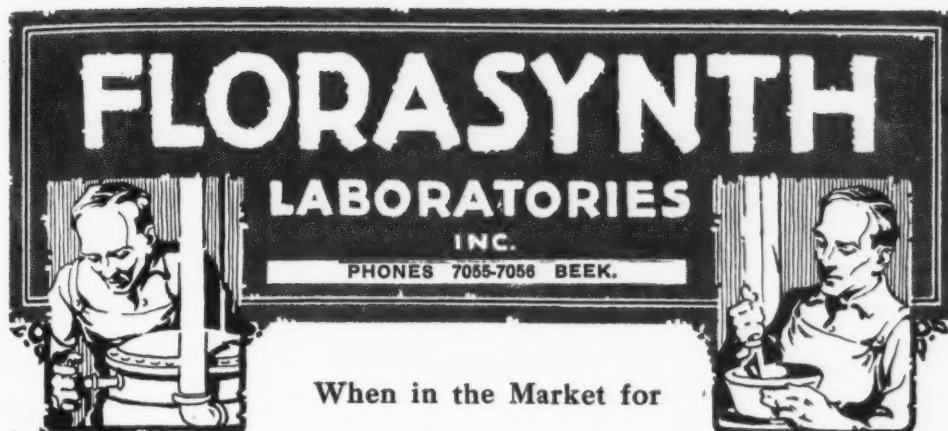
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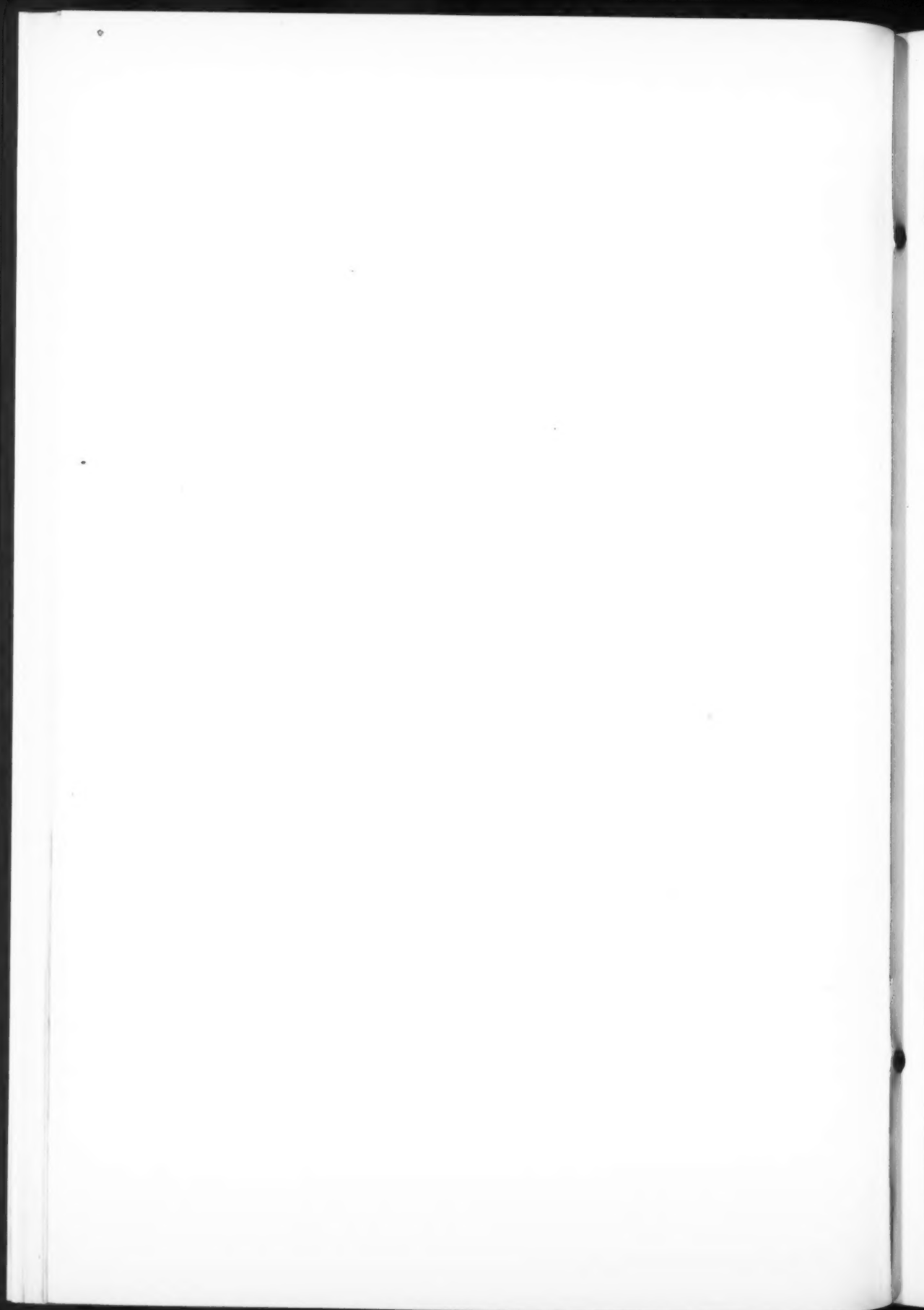
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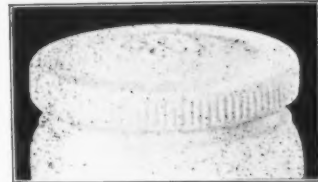
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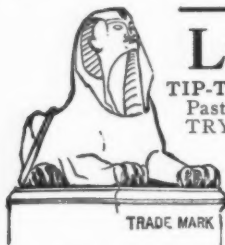
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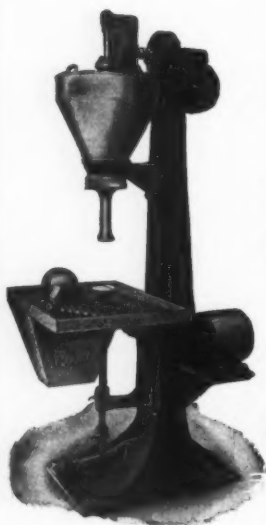
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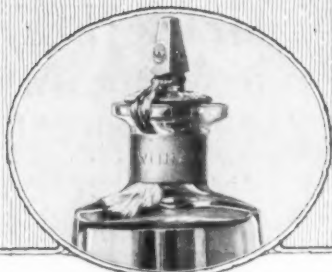
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(Continued on page 70.)



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Snap Button Paper Boxes. Face Powder Boxes with Drum Pouches.

Face Powder Boxes with Easy Filling Non-Leaking Powder Containers.

Mirror Snap Button Paper Boxes. Boxes with Inlaid Seal Tops.

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Eyebrow Pencils
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We cater to the jobbing trade, furnishing private labels and packages. Send us a sample of what you want to produce and ask for quotations.

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The Most Complete Line of
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of a definite guaranteed strength

Manufactured by

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Write for samples and prices.

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OUR SPECIALTY

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QUALITY

Attractive
Artistic
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Standard and
Original
Shapes

Lithographically Decorated and Plain Metal
Packages of Every Description

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CHARLES AND BARRE STS.

BALTIMORE, MD.

BUSINESS OPPORTUNITIES

(Continued from page 68.)

WANTED—Several copies of Die Moderne Parfumerie by Mann. Will pay fair price. Address B. O., No. 641, care of this journal.

A **PERFUME** and Flavoring Extract business of 25 years standing needs the vim of one or two young men. The right party, with a few hundreds to invest—as a guarantee of good faith—can have an interest in the business and could soon win the general management. Address B. O., No. 638, care of this journal.

FORMULAS WANTED—Formula for French Dry Cleaning Soap with all necessary working instructions. Address B. O., No. 639, care of this journal, stating price, etc.

FOR SALE—Vanilla Bean and Drug Percolators of 60, 100 and 120 gallons capacity. These percolators are Copper Jacketed, Black Tin Lined complete with Copper Jacketed Coil, Thermometer, Drain Cocks, etc., all in first class condition, and can be used in connection with either gas or steam. Address B. O., No. 640, care of this journal.

HELP AND SITUATIONS WANTED

WANTED—Perfumery Salesman for Atlantic Coast States. Address with references and full particulars, The Willis H. Lowe Co., Boston, Mass.

WANTED—Perfumer and toilet article chemist to take charge of laboratory of progressive concern in the Middle West. State experience fully, giving reference and salary expected. Address H. W., No. 635, care of this journal.

(Continued on page 72.)



ESTABLISHED 1890

FOREIGN—**TALC**—DOMESTIC

KAOLIN

ZINC OXIDE

MAGNESIA CARBONATE

SOAP POWDER

ZINC STEARATE

PREPARED CHALK

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

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INFUSORIAL EARTH

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HOPKINS
RAJAH BRAND

(For toilet use only)

ALLOW US TO SUBMIT SAMPLES and
QUOTATIONS * IT WILL BE FOUND
HIGHLY SATISFACTORY AS A
TOILET REQUISITE * TRY IT

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HIGH GRADE

PAPER BOXES FOR EVERY PURPOSE



Floss

All Fast Colors
Dyed to Order
Three Weights

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SAMPLE SET OF SIX SENT
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FRENCH BOUQUET OIL, 100%.....lb. \$54
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ROSE OIL, 100% SPECIAL....." 32
(For Creams and Powders)

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Terpeneless, Concentrated, Soluble

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Made of the purest tin
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Send for Literature and Samples.

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Sole Agent for Chicago and the Middle West
326 W. Madison St., Chicago, Ill. (Main 5156)

HELP AND SITUATIONS WANTED

(Continued from page 70.)

MANUFACTURING CHEMIST—Large Indiana manufacturer wants high class man to take charge of manufacturing and production of toilet articles, perfumes, powders, creams, household remedies, flavoring extracts, baking powder, polishes, and general mail order specialties. Must have thorough experience in manufacturing complete line and capable of taking entire charge. This is an excellent chance with a good salary for a thorough competent man. Write giving former experience, references, and complete details. All correspondence strictly confidential. Address H. W., No. 636, care of this journal.

WANTED in experimental department, young man who has had some experience in perfumes for soap. Apply with full particulars as to age, experience, etc. Address H. W., No. 637, care of this journal.

EXPERIENCED graduate in pharmacy, with several firms making perfumes and toilet preparations, seeks position as assistant; moderate salary. Address S. W., No. 633, care of this journal.

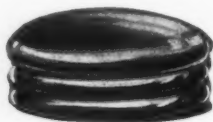
YOUNG MAN desires situation as advertising manager or assistant. Has had training in the perfume line. Thorough knowledge of typography, layouts, real copy. Address S. W., No. 618, care of this journal.

POSITION WANTED, by practical soapmaker. Can make all kinds of laundry and milled toilet soaps, shaving soaps and creams. Address S. W., No. 561, care of this journal.

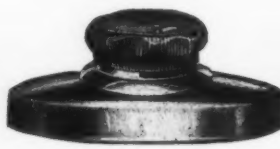
POSITION WANTED—Practical Soapmaker, with years of experience in an established firm; also had been connected with two soap factories in the Orient. Can make laundry, transparent and toilet soaps, toilet preparations, splitting of fats for glycerine by Twitchell's process. References, Address all mail to S. H. Lee, 328 Ninth St., Oakland, Cal.



No. 116



No. 47



No. 167



No. 148



No. 171—OPEN. (Pat.)

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Designers and manufacturers of Sheet Metal
Specialties—such as Caps for Talcum and Tooth-
powder Cans and Jars, in Brass—Polished,
Nickelplated, etc.—and other metals.

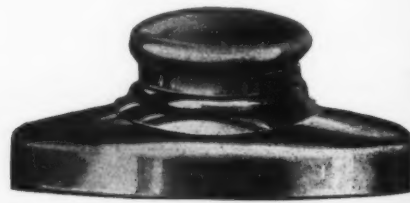
Send us a description or drawing of what you want; or a
sample of what you are using and we will submit quotations.



No. 162—
SELF-CLOSING CAP.



No. 138.



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White, very powerful and sweet.

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In Attractive Gilt Metal Sliding Tubes

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For your Fine Perfumes use WEBB'S C. P. COLOGNE SPIRITS

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NEW YORK

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